

EXHIBIT A

Grant Agreement Between
Michigan Department of Community Health
hereinafter referred to as the "Department"

and

Real Alternatives

7810 Allentown Blvd, Suite 304

Harrisburg, PA 17112

Federal I.D.#: 2232868660, DUNS# 942971474

hereinafter referred to as the "Contractor"

for

Michigan Pregnancy and Parenting Support Services Program

Part I

1. **Period of Agreement:** This agreement shall commence on October 1, 2013 and continue through September 30, 2014. This agreement is in full force and effect for the period specified.

2. **Program Budget and Agreement Amount**

A. Agreement Amount

The total amount of this agreement is \$ 700,000. The Department under the terms of this agreement will provide funding not to exceed \$ 700,000. The federal funding provided by the Department: is \$ 0 or approximately N/A%; the Catalog of Federal Domestic Assistance (CFDA) number is N/A and the CFDA Title is N/A; the federal agency name is N/A; the federal grant award number is N/A and the award phase is N/A. The federal program title is N/A. The grant agreement is designated as a:

- ☐ subrecipient relationship; or
- ☐ vendor relationship.

The grant agreement is designated as:

- ☐ Research and development project; or
- ☐ Not a research and development project.

B. Equipment Purchases and Title

Any contractor equipment purchases supported in whole or in part through this agreement must be listed in the supporting Equipment Inventory Schedule. Equipment means tangible, non-expendable, personal property having useful life of more than one (1) year and an acquisition cost of \$5,000 or more per unit. Title to items having a unit acquisition cost of less than \$5,000 shall vest with the Contractor upon acquisition. The Department

reserves the right to retain or transfer the title to all items of equipment having a unit acquisition cost of \$5,000 or more, to the extent that the Department's proportionate interest in such equipment supports such retention or transfer of title.

C. Deviation Allowance

A deviation allowance modifying an established budget category by \$10,000 or 15%, whichever is greater, is permissible without prior written approval of the Department. Any modification or deviations in excess of this provision, including any adjustment to the total amount of this agreement, must be made in writing and executed by all parties to this agreement before the modifications can be implemented. This deviation allowance does not authorize new categories, subcontracts, equipment items or positions not shown in the attached Program Budget Summary and supporting detail schedules.

3. **Purpose:** The focus of the program is to: provide pregnancy and parent support services to women and parents of infants to promote childbirth and alternatives to abortion.
4. **Statement of Work:** The Contractor agrees to undertake, perform and complete the services described in Attachment A, which is part of this agreement through reference.
5. **Financial Requirements:** The financial requirements shall be followed as described in Part II of this agreement and Attachments B and D which are part of this agreement through reference.
6. **Performance/Progress Report Requirements:** The progress reporting methods, as applicable, shall be followed as described in Attachment C, which is part of this agreement through reference.
7. **General Provisions:** The Contractor agrees to comply with the General Provisions outlined in Part II, which is part of this agreement through reference.
8. **Administration of the Agreement:**

The person acting for the Department in administering this agreement (hereinafter referred to as the Contract Manager) is:

Brenda Fink	Director	Division of Family and Child Health	(517) 335-8863
Name,	Title	Location/Building	Telephone No.

FinkB@michigan.gov	Email Address
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9. **Contractor's Financial Contact for the Agreement:**

The person acting for the Contractor on the financial reporting for this agreement is:

Clifford W. McKeown	Director of Finance
Name	Title
RA-Finance@comcast.net	717-541-7833
E-Mail Address	Telephone No.

10. **Special Conditions:**

- A. This agreement is valid upon approval by the State Administrative Board as appropriate and approval and execution by the Department.
- B. This agreement is conditionally approved subject to and contingent upon the availability of funds.
- C. The Department will not assume any responsibility or liability for costs incurred by the Contractor prior to the signing of this agreement.
- D. The Contractor is required by PA 533 of 2004 to receive payments by electronic funds transfer.

11. **Special Certification:**

The individual or officer signing this agreement certifies by his or her signature that he or she is authorized to sign this agreement on behalf of the responsible governing board, official or Contractor.

12. **Signature Section:**

For the CONTRACTOR

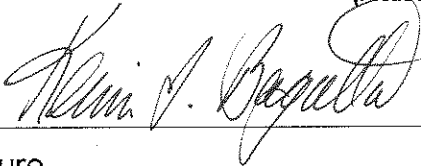
Kevin I. Bagatta, Esquire

President and CEO

Name

(Please print)

Title

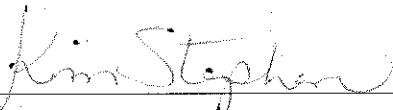


12-13-13

Signature

Date

For the MICHIGAN DEPARTMENT OF COMMUNITY HEALTH



12/16/13

Kim Stephen, Director, Bureau of Budget and Purchasing

Date

Part II
General Provisions

I. Responsibilities - Contractor

The Contractor in accordance with the general purposes and objectives of this agreement will:

A. Publication Rights

1. Where the Contractor exclusively develops books, films, or other such copyrightable materials through activities supported by this agreement, the Contractor may copyright those materials. The materials that the Contractor copyrights cannot include service recipient information or personal identification data. Contractor grants the Department a royalty-free, non-exclusive and irrevocable license to reproduce, publish and use such materials and authorizes others to reproduce and use such materials.
2. Any materials copyrighted by the Contractor or modifications bearing acknowledgment of the Department's name must be approved by the Department before reproduction and use of such materials. With regard to the materials referenced in the first sentence, the State of Michigan may modify the material copyrighted by the Contractor and may combine it with other copyrightable intellectual property to form a derivative work. The State of Michigan will own and hold all copyright and other intellectual property rights in any such derivative work, excluding any rights or interest granted in this agreement to the Contractor. If the Contractor ceases to conduct business for any reason, or ceases to support the copyrightable materials developed under this agreement, the State of Michigan has the right to convert its licenses into transferable licenses to the extent consistent with any applicable obligations the Contractor has to the federal government.
3. The Contractor shall give recognition to the Department in any and all publications papers and presentations arising from the program and service contract herein; the Department will do likewise.
4. The Contractor must notify the Department's Grants and Purchasing Division 30 days before applying to register a copyright with the U.S. Copyright Office. The Contractor must submit an annual report for all copyrighted materials developed by the Contractor through activities supported by this agreement and must submit a final invention statement and certification within 90 days of the end of the agreement period.
5. The parties understand and agree that deliverables under this grant agreement do not include the Real Alternatives Program and Instructional Design (RAPID) System. RAPID includes the following copyrighted, trade secret and proprietary materials and information: all software, documents, forms, checklists, staff training materials, services provider materials, billing systems, and program management tools designed to administer the Michigan Pregnancy and Parenting Support Program, including procedures, reports, and accounting manuals. It is further agreed and understood that the RAPID System materials are specifically not included in the agreement's Scope of Work. The RAPID system includes copyrighted, trade secret and proprietary information and material which belongs to and shall remain the exclusive property of Real Alternatives.

B. Fees

Make reasonable efforts to collect 1st and 3rd party fees, where applicable, and report these as outlined by the Department's fiscal procedures. Any underrecoveries of otherwise available fees resulting from failure to bill for eligible services will be excluded from reimbursable expenditures.

C. Program Operation

Provide the necessary administrative, professional, and technical staff for operation of the program.

D. Reporting

Utilize all report forms and reporting formats required by the Department at the effective date of this agreement, and provide the Department with timely review and commentary on any new report forms and reporting formats proposed for issuance thereafter.

E. Record Maintenance/Retention

Maintain adequate program and fiscal records and files, including source documentation to support program activities and all expenditures made under the terms of this agreement, as required. Assure that all terms of the agreement will be appropriately adhered to and that records and detailed documentation for the project or program identified in this agreement will be maintained for a period of not less than three (3) years from the date of termination, the date of submission of the final expenditure report or until litigation and audit findings have been resolved.

F. Authorized Access

Permit upon reasonable notification and at reasonable times, access by authorized representatives of the Department, Federal Grantor Agency, Comptroller General of the United States and State Auditor General, or any of their duly authorized representatives, to records, files and documentation related to this agreement, to the extent authorized by applicable state or federal law, rule or regulation.

G. Audits

This section only applies to Contractors designated as subrecipients. Contractors designated as vendors are exempt from the provisions of this section.

1. Required Audit or Notification Letter

Contractors must submit to the Department either a Single Audit, Financial Related Audit, Financial Statement Audit, or Audit Status Notification Letter as described below. Financial Related Audit is applicable to non-profit contractors that are designated as subrecipients. If submitting a Single Audit or Financial Statement Audit, Contractors must also submit a Corrective Action Plan for any audit findings that impact MDCH-funded programs, and management letter (if issued) with a response.

a. Single Audit

Contractors that are a state, local government, or non-profit organization that expend \$500,000 or more in federal awards during the Contractor's fiscal year must submit a Single Audit to the Department, regardless of the amount of funding received from the Department. The Single Audit must comply with the requirements of the Single Audit Act Amendments of 1996, and Office of Management and Budget (OMB) Circular A-133, "Audits of States, Local Governments, and Non-Profit Organizations," as revised.

b. Financial Related Audit

Contractors that are for-profit organizations that expend \$500,000 or more in Federal awards during the Contractor's fiscal year must submit a financial related audit prepared in accordance with Government Auditing Standards relating to all Federal awards; or an audit that meets the requirements contained in OMB Circular A-133, if required by the Federal awarding agency.

c. Financial Statement Audit

Contractors exempt from the Single Audit and Financial Related Audit requirements that receive \$500,000 or more in **total funding** from the Department in State and Federal grant funding must submit to the Department a Financial Statement Audit prepared in accordance with generally accepted auditing standards (GAAS). Contractors exempt from the Single Audit and Financial Related Audit requirements that receive less than \$500,000 of total Department grant funding must submit to the Department a Financial Statement Audit prepared in accordance with GAAS if the audit includes disclosures that may negatively impact MDCH-funded programs including, but not limited to fraud, going concern uncertainties, financial statement misstatements, and violations of contract and grant provisions.

d. Audit Status Notification Letter

Contractors exempt from the Single Audit, Financial Related Audit and Financial Statement Audit requirements (a., b., and c. above) must submit an Audit Status Notification Letter that certifies these exemptions. The template Audit Status Notification Letter and further instructions are available at <http://www.michigan.gov/mdch> by selecting Inside Community Health – MDCH Audit.

2. Due Date and Where to Send

The required audit and any other required submissions (i.e. Corrective Action Plan and management letter with a response), or audit Status Notification Letter must be submitted to the Department within nine months after the end of the Contractor's fiscal year by e-mail to the Department at MDCH-AuditReports@michigan.gov. The required materials must be assembled as one document in a PDF file compatible with Adobe Acrobat (read only). The subject line must state the agency name and fiscal year end. The Department reserves the right to request a hard copy of the audit materials if for any reason the electronic submission process is not successful.

3. Penalty

a. Delinquent Single Audit, Financial Related or Financial Statement Audit

If the Contractor does not submit the required Single Audit Financial Related Audit, or Financial Statement Audit, including any management letter with a response and applicable Corrective Action Plan within nine months after the end of the Contractor's fiscal year and an extension has not been approved by the cognizant or oversight agency for audit, the Department may withhold from the current funding an amount equal to five percent of the audit year's grant funding (not to exceed \$200,000) until the required filing is received by the Department. The Department may retain the amount withheld if the

Contractor is more than 120 days delinquent in meeting the filing requirements and an extension has not been approved by the cognizant or oversight agency for audit. The Department may terminate the current grant if the Contractor is more than 180 days delinquent in meeting the filing requirements and an extension has not been approved by the cognizant or oversight agency for audit.

b. Delinquent Audit Status Notification Letter

Failure to submit the Audit Status Notification Letter, when required, may result in withholding from the current funding an amount equal to one percent of the audit year's grant funding until the Audit Status Notification Letter is received.

4. Other Audits

The Department or federal agencies may also conduct or arrange for "agreed upon procedures" or additional audits to meet their needs.

H. Subrecipient/Vendor Monitoring

The Contractor must ensure that each of its **subrecipients** comply with the Single Audit Act requirements. The Contractor must issue management decisions on audit findings of their subrecipients as required by OMB Circular A-133.

The Contractor must also develop a subrecipient monitoring plan that addresses "during the award monitoring" of **subrecipients** to provide reasonable assurance that the subrecipient administers Federal awards in compliance with laws, regulations, and the provisions of contracts, and that performance goals are achieved. The subrecipient monitoring plan should include a risk-based assessment to determine the level of oversight, and monitoring activities such as reviewing financial and performance reports, performing site visits, and maintaining regular contact with subrecipients.

The Contractor must establish requirements to ensure compliance for **for-profit subrecipients** as required by OMB Circular A-133, Section .210(e).

The Contractor must ensure that transactions with **vendors** comply with laws, regulations, and provisions of contracts or grant agreements in compliance with OMB Circular A-133, Section .210(f).

I. Notification of Modifications

Provide timely notification to the Department, in writing, of any action by its governing board or any other funding source that would require or result in significant modification in the provision of services, funding or compliance with operational procedures.

J. Software Compliance

The Contractor must ensure software compliance and compatibility with the Department's data systems for services provided under this agreement including, but not limited to: stored data, databases, and interfaces for the production of work products and reports. All required data under this agreement shall be provided in an accurate and timely manner without interruption, failure or errors due to the inaccuracy of the Contractor's business operations for processing date/time data.

K. Human Subjects

The Contractor will comply with Protection of Human Subjects Act, 45 CFR, Part 46. The Contractor agrees that prior to the initiation of the research, the Contractor will submit institutional Review Board (IRB) application material for all research involving human subjects, which is conducted in programs sponsored by the Department or in programs which receive funding from or through the State of Michigan, to the Department's IRB for

review and approval, or the IRB application and approval materials for acceptance of the review of another IRB. All such research must be approved by a federally assured IRB, but the Department's IRB can only accept the review and approval of another institution's IRB under a formally-approved interdepartmental agreement. The manner of the review will be agreed upon between the Department's IRB Chairperson and the Contractor's IRB Chairperson or Executive Officer(s).

II. Responsibilities - Department

The Department in accordance with the general purposes and objectives of this agreement will:

A. Reimbursement

Provide reimbursement in accordance with the terms and conditions of this agreement based upon appropriate reports, records, and documentation maintained by the Contractor.

B. Report Forms

Provide any report forms and reporting formats required by the Department at the effective date of this agreement, and provide to the Contractor any new report forms and reporting formats proposed for issuance thereafter at least ninety (90) days prior to their required usage in order to afford the Contractor an opportunity to review and offer comment.

III. Assurances

The following assurances are hereby given to the Department:

A. Compliance with Applicable Laws

The Contractor will comply with applicable federal and state laws, guidelines, rules and regulations in carrying out the terms of this agreement. The Contractor will also comply with all applicable general administrative requirements such as OMB Circulars covering cost principles, grant/agreement principles, and audits in carrying out the terms of this agreement.

B. Anti-Lobbying Act

The Contractor will comply with the Anti-Lobbying Act, 31 USC 1352 as revised by the Lobbying Disclosure Act of 1995, 2 USC 1601 et seq, and Section 503 of the Departments of Labor, Health and Human Services, and Education, and Related Agencies section of the FY 1997 Omnibus Consolidated Appropriations Act (Public Law 104-208). Further, the Contractor shall require that the language of this assurance be included in the award documents of all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

C. Non-Discrimination

1. In the performance of any contract or purchase order resulting herefrom, the Contractor agrees not to discriminate against any employee or applicant for employment or service delivery and access, with respect to their hire, tenure, terms, conditions or privileges of employment, programs and services provided or any matter directly or indirectly related to employment, because of race, color, religion, national origin, ancestry, age, sex, height, weight, marital status, physical or mental disability unrelated to the individual's ability to perform the duties of the particular job or position or to receive services. The Contractor further agrees that every subcontract entered into for the performance of any contract or purchase order resulting herefrom will contain a provision requiring non-discrimination in employment, service delivery and access, as herein specified binding upon each subcontractor. This covenant is required pursuant to the Elliot-Larsen Civil Rights

Act, 1976 PA 453, as amended, MCL 37.2201 et seq., and the Persons with Disabilities Civil Rights Act, 1976 PA 220, as amended, MCL 37.1101 et seq., and any breach thereof may be regarded as a material breach of the contract or purchase order.

2. The Contractor will comply with all Federal statutes relating to nondiscrimination. These include but are not limited to:
 - a. Title VI of the Civil Rights Act of 1964 (P.L. 88-352) which prohibits discrimination on the basis of race, color or national origin;
 - b. Title IX of the Education Amendments of 1972, as amended (20 U.S.C. §§1681-1683, and 1685-1686), which prohibits discrimination on the basis of sex;
 - c. Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. §794), which prohibits discrimination on the basis of handicaps;
 - d. the Age Discrimination Act of 1975, as amended (42 U.S.C. §§6101-6107), which prohibits discrimination on the basis of age;
 - e. the Drug Abuse Office and Treatment Act of 1972 (P.L. 92-255), as amended, relating to nondiscrimination on the basis of drug abuse;
 - f. the Comprehensive Alcohol Abuse and Alcoholism Prevention, Treatment and Rehabilitation Act of 1970 (P.L. 91-616) as amended, relating to nondiscrimination on the basis of alcohol abuse or alcoholism;
 - g. §§523 and 527 of the Public Health Service Act of 1912 (42 U.S.C. §§290 dd-3 and 290 ee 3), as amended, relating to confidentiality of alcohol and drug abuse patient records
 - h. any other nondiscrimination provisions in the specific statute(s) under which application for Federal assistance is being made; and,
 - i. the requirements of any other nondiscrimination statute(s) which may apply to the application.
3. Additionally, assurance is given to the Department that proactive efforts will be made to identify and encourage the participation of minority owned and women owned businesses, and businesses owned by persons with disabilities in contract solicitations. The Contractor shall incorporate language in all contracts awarded: (1) prohibiting discrimination against minority owned and women owned businesses and businesses owned by persons with disabilities in subcontracting; and (2) making discrimination a material breach of contract.

D. Debarment and Suspension

Assurance is hereby given to the Department that the Contractor will comply with Federal Regulation, 2 CFR part 180 and certifies to the best of its knowledge and belief that it, its employees and its subcontractors:

1. Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or contractor;
2. Have not within a three-year period preceding this agreement been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction; violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery,

bribery, falsification or destruction of records, making false statements, or receiving stolen property;

3. Are not presently indicted or otherwise criminally or civilly charged by a government entity (federal, state or local) with commission of any of the offenses enumerated in section 2, and;
4. Have not within a three-year period preceding this agreement had one or more public transactions (federal, state or local) terminated for cause or default.

E. Federal Requirement: Pro-Children Act

1. Assurance is hereby given to the Department that the Contractor will comply with Public Law 103-227, also known as the Pro-Children Act of 1994, 20 USC 6081 et seq, which requires that smoking not be permitted in any portion of any indoor facility owned or leased or contracted by and used routinely or regularly for the provision of health, day care, early childhood development services, education or library services to children under the age of 18, if the services are funded by federal programs either directly or through state or local governments, by federal grant, contract, loan or loan guarantee. The law also applies to children's services that are provided in indoor facilities that are constructed, operated, or maintained with such federal funds. The law does not apply to children's services provided in private residences; portions of facilities used for inpatient drug or alcohol treatment; service providers whose sole source of applicable federal funds is Medicare or Medicaid; or facilities where Women, Infants, and Children (WIC) coupons are redeemed. Failure to comply with the provisions of the law may result in the imposition of a civil monetary penalty of up to \$1,000 for each violation and/or the imposition of an administrative compliance order on the responsible entity. The Contractor also assures that this language will be included in any subawards which contain provisions for children's services.
2. The Contractor also assures, in addition to compliance with Public Law 103-227, any service or activity funded in whole or in part through this agreement will be delivered in a smoke-free facility or environment. Smoking shall not be permitted anywhere in the facility, or those parts of the facility under the control of the Contractor. If activities or services are delivered in facilities or areas that are not under the control of the Contractor (e.g., a mall, restaurant or private work site), the activities or services shall be smoke-free.

F. Hatch Political Activity Act and Intergovernmental Personnel Act

The Contractor will comply with the Hatch Political Activity Act, 5 USC 1501-1509 and 7324-7328, and the Intergovernmental Personnel Act of 1970, as amended by Title VI of the Civil Service Reform Act, Public Law 95-454, 42 USC 4728 - 4763. Federal funds cannot be used for partisan political purposes of any kind by any person or organization involved in the administration of federally-assisted programs.

G. Subcontracts

Assure for any subcontracted service, activity or product:

1. That a written subcontract is executed by all affected parties prior to the initiation of any new subcontract activity. Exceptions to this policy may be granted by the Department upon written request within 30 days of execution of the agreement.
2. That any executed subcontract to this agreement shall require the subcontractor to comply with all applicable terms and conditions of this agreement. In the event of a conflict between this agreement and the provisions of the subcontract, the provisions of this agreement shall prevail.

A conflict between this agreement and a subcontract, however, shall not be deemed to exist where the subcontract:

- a. Contains additional non-conflicting provisions not set forth in this agreement;
 - b. Restates provisions of this agreement to afford the Contractor the same or substantially the same rights and privileges as the Department; or
 - c. Requires the subcontractor to perform duties and/or services in less time than that afforded the Contractor in this agreement.
3. That the subcontract does not affect the Contractor's accountability to the Department for the subcontracted activity.
 4. That any billing or request for reimbursement for subcontract costs is supported by a valid subcontract and adequate source documentation on costs and services.
 5. That the Contractor will submit a copy of the executed subcontract if requested by the Department.

H. Procurement

Assure that all purchase transactions, whether negotiated or advertised, shall be conducted openly and competitively in accordance with the principles and requirements of OMB Circular A-102 as revised, implemented through applicable portions of the associated "Common Rule" as promulgated by responsible federal contractor(s), or 2 CFR, Part 215 (OMB Circular A-110) as amended, as applicable, and that records sufficient to document the significant history of all purchases are maintained for a minimum of three years after the end of the agreement period.

I. Health Insurance Portability and Accountability Act

To the extent that this act is pertinent to the services that the Contractor provides to the Department under this agreement, the Contractor assures that it is in compliance with the Health Insurance Portability and Accountability Act (HIPAA) requirements including the following:

1. The Contractor must not share any protected health data and information provided by the Department that falls within HIPAA requirements except as permitted or required by applicable law; or to a subcontractor as appropriate under this agreement.
2. The Contractor will ensure that any subcontractor will have the same obligations as the Contractor not to share any protected health data and information from the Department that falls under HIPAA requirements in the terms and conditions of the subcontract.
3. The Contractor must only use the protected health data and information for the purposes of this agreement.
4. The Contractor must have written policies and procedures addressing the use of protected health data and information that falls under the HIPAA requirements. The policies and procedures must meet all applicable federal and state requirements including the HIPAA regulations. These policies and procedures must include restricting access to the protected health data and information by the Contractor's employees.
5. The Contractor must have a policy and procedure to immediately report to the Department any suspected or confirmed unauthorized use or disclosure of protected health data and information that falls under the HIPAA requirements of which the Contractor becomes aware. The Contractor will work with the

Department to mitigate the breach, and will provide assurances to the Department of corrective actions to prevent further unauthorized uses or disclosures.

6. Failure to comply with any of these contractual requirements may result in the termination of this agreement in accordance with Part II, Section V. Agreement Termination.
7. In accordance with HIPAA requirements, the Contractor is liable for any claim, loss or damage relating to unauthorized use or disclosure of protected health data and information by the Contractor received from the Department or any other source.
8. The Contractor will enter into a business associate agreement should the Department determine such an agreement is required under HIPAA.

IV. Financial Requirements

A. Operating Advance

An operating advance may be requested by the Contractor to assist with program operations. The request should be addressed to the Contract Manager identified in Part I, Item 8. The operating advance will be administered as follows:

1. The advance amount requested must be reasonable in relationship to the program's requirements, billing cycle, etc.; and in no case may the advance exceed the amount required for 60 days operating expense. Operating advances will be monitored and adjusted by the Department according to total Department agreement amount.
2. The advance must be recorded as an account payable to the Department in the Contractor's financial records. The operating advance payable must remain in the Contractor's financial records until fully recovered by the Department.
3. The monthly Financial Status Report (FSR) reimbursement for actual expenditures by the Department should be used by the Contractor to replenish the operating advance used for program operations.
4. The advance must be returned to the Department within 30 days of the end date of this agreement unless the Contractor has a recurring agreement with the Department, and may not be held pending agreement audit. Subsequent Department agreements may be withheld pending recovery of the outstanding advance from a prior agreement. If the Contractor has a recurring agreement with the Department, the Department requires an annual confirmation of the outstanding operating advance.

The Department may obtain the Michigan Department of Treasury's assistance in collecting outstanding operating advances. The Department will comply with the Michigan Department of Treasury's Due Process procedures prior to forwarding claims to Treasury. Specific Due Process procedures include the following:

- a. Department offer of a hearing to dispute the debt, identifying the time, place and date of such hearing.
- b. A hearing by an impartial official.
- c. An opportunity for the Contractor to examine department's associated records.
- d. An opportunity for the Contractor to present evidence in person or in writing.
- e. A hearing official with full authority to correct errors and make a decision not to forward debt to Treasury.

- f. Contractor representation by an attorney and presentation of witnesses if necessary.

5. At the end of either the agreement period or Department's fiscal year, whichever is first, the Contractor must respond to the Department's request for confirmation of the operating advance. Failure to respond to the confirmation request may result in the Department recovering all or part of an outstanding operating advance.

B. Reimbursement Method

The Contractor will be reimbursed in accordance with the staffing grant reimbursement method as follows:

Reimbursement from the Department is based on the understanding that Department funds will be paid up to the total Department allocation as agreed to in the approved budget. Department funds are first source after the application of fees and earmarked sources unless a specific local match condition exists.

C. Financial Status Report Submission

Financial Status Reports (FSRs) shall be prepared and submitted to:

Michigan Department of Community Health
Accounting Division
Expenditure Operations Section
P.O. Box 30720, Lansing, Michigan 48909

FSRs must be submitted on a monthly basis, no later than thirty (30) days after the close of each calendar month. The monthly FSRs must reflect total actual program expenditures, regardless of the source of funds. Attachment D contains the FSR form. The FSR form and instructions for completing the FSR

form are available through your Contract Manager or the Department's web site:

- http://www.michigan.gov/documents/DCH-0384-Financial_Status_Report_8214_7.pdf and
- http://www.michigan.gov/documents/DCH-0384-Financial_Status_Report_Instructions_8216_7.pdf.

Failure to meet financial reporting responsibilities as identified in this agreement may result in withholding future payments.

D. Reimbursement Mechanism

All contractors must sign up through the on-line vendor registration process to receive all State of Michigan payments as Electronic Funds Transfers (EFT)/Direct Deposits, as mandated by PA 533 of 2004. Vendor registration information is available through the Department of Management and Budget's web site:

- <http://michigan.gov/cpexpress>

E. Final Obligations and Financial Status Report Requirements

1. Obligation Report

The Obligation Report, based on annual guidelines, must be submitted by the due date using the format provided by the Department's Accounting Division. The Contractor must provide an estimate of total expenditures for the entire agreement

period. The information on the report will be used to record the Department's year-end accounts payables and receivables for this agreement.

2. Department-wide Payment Suspension

A temporary payment suspension is in effect on agreements during the department's year-end closing period beginning September 13th until mid-November. FSRs through the August period should be submitted by September 6th to ensure payment prior to the payment suspension period.

3. Final FSRs

Final FSRs are due sixty (60) days following the end of the fiscal year or agreement period. The final FSR must be clearly marked "Final". Final FSRs not received by the due date may result in the loss of funding requested on the Obligation Report and may result in the potential reduction in the subsequent year's agreement amount.

F. Unobligated Funds

Any unobligated balance of funds held by the Contractor at the end of the agreement period will be returned to the Department or treated in accordance with instructions provided by the Department.

V. Agreement Termination

The Department may cancel this agreement without further liability or penalty to the Department for any of the following reasons:

- A. This agreement may be terminated by either party by giving thirty (30) days written notice to the other party stating the reasons for termination and the effective date.
- B. This agreement may be terminated on thirty (30) days prior written notice upon the failure of either party to carry out the terms and conditions of this agreement, provided the alleged defaulting party is given notice of the alleged breach and fails to cure the default within the thirty (30) day period.
- C. This agreement may be terminated immediately if the Contractor or an official of the Contractor or an owner is convicted of any activity referenced in Section III.D. of this agreement during the term of this agreement or any extension thereof.

VI. Final Reporting Upon Termination

Should this agreement be terminated by either party, within thirty (30) days after the termination, the Contractor shall provide the Department with all financial, performance and other reports required as a condition of this agreement. The Department will make payments to the Contractor for allowable reimbursable costs not covered by previous payments or other state or federal programs. The Contractor shall immediately refund to the Department any funds not authorized for use and any payments or funds advanced to the Contractor in excess of allowable reimbursable expenditures. Any dispute arising as a result of this agreement shall be resolved in the State of Michigan.

VII. Severability

If any provision of this agreement or any provision of any document attached to or incorporated by reference is waived or held to be invalid, such waiver or invalidity shall not affect other provisions of this agreement.

VIII. Amendments

Any changes to this agreement will be valid only if made in writing and accepted by all parties to this agreement. Any change proposed by the Contractor which would affect the Department funding of any project, in whole or in part in Part I, Section 2.C. of the agreement, must be

submitted in writing to the Department for approval immediately upon determining the need for such change.

IX. Liability

- A.** All liability to third parties, loss, or damage as a result of claims, demands, costs, or judgments arising out of activities, such as direct service delivery, to be carried out by the Contractor in the performance of this agreement shall be the responsibility of the Contractor, and not the responsibility of the Department, if the liability, loss, or damage is caused by, or arises out of, the actions or failure to act on the part of the Contractor, any subcontractor, anyone directly or indirectly employed by the Contractor, provided that nothing herein shall be construed as a waiver of any governmental immunity that has been provided to the Contractor or its employees by statute or court decisions.
- B.** All liability to third parties, loss, or damage as a result of claims, demands, costs, or judgments arising out of activities, such as the provision of policy and procedural direction, to be carried out by the Department in the performance of this agreement shall be the responsibility of the Department, and not the responsibility of the Contractor, if the liability, loss, or damage is caused by, or arises out of, the action or failure to act on the part of any Department employee or agent, provided that nothing herein shall be construed as a waiver of any governmental immunity by the State, its agencies (the Department) or employees as provided by statute or court decisions.
- C.** In the event that liability to third parties, loss, or damage arises as a result of activities conducted jointly by the Contractor and the Department in fulfillment of their responsibilities under this agreement, such liability, loss, or damage shall be borne by the Contractor and the Department in relation to each party's responsibilities under these joint activities, provided that nothing herein shall be construed as a waiver of any governmental immunity by the Contractor, the State, its agencies (the Department) or their employees, respectively, as provided by statute or court decisions.

X. Conflict of Interest

The Contractor and the Department are subject to the provisions of 1968 PA 317, as amended, MCL 15.321 et seq, MSA 4.1700(51) et seq, and 1973 PA 196, as amended, MCL 15.341 et seq, MSA 4.1700 (71) et seq.

XI. State of Michigan Agreement

This is a State of Michigan Agreement and is governed by the laws of Michigan. Any dispute arising as a result of this agreement shall be resolved in the State of Michigan.

XII. Confidentiality

Both the Department and the Contractor shall assure that medical services to and information contained in medical records of persons served under this agreement, or other such recorded information required to be held confidential by federal or state law, rule or regulation, in connection with the provision of services or other activity under this agreement shall be privileged communication, shall be held confidential, and shall not be divulged without the written consent of either the patient or a person responsible for the patient, except as may be otherwise permitted or required by applicable state or federal law or regulation. Such information may be disclosed in summary, statistical, or other form, which does not directly or indirectly identify particular individuals.

Statement of Work

Michigan Pregnancy and Parenting Support Services Program

FY 2014

1. Describe the core program elements and the manner in which services will be delivered.
 - a. Describe the individuals who will be eligible to receive services in the program, including any income or residency requirements, and any limitations due to race, gender, ethnicity, age or religion.
 - b. Describe the geographic areas within the State where program services will be provided.
 - c. Describe the core services that will be provided to eligible clients that promote childbirth instead of abortion, and that assist pregnant women with their decision regarding parenting or adoption.
 - d. In addition to the core services, describe the additional support services that will be available to eligible clients in the program.
 - e. Describe the advertising, outreach and marketing efforts that may occur to advise potential eligible clients of the availability of program services.
 - f. Describe how potential clients will access program services.
2. Describe the network of program service providers and counselors, and how they become eligible to provide approved program services.
3. Describe the plan for data collection of required program reporting; and the plan for program quality assurance monitoring, including site reviews and financial accountability.

Program Objectives

1. Assist pregnant women in Michigan to maintain pregnancy and achieve positive healthy pregnancy outcomes through provision of pregnancy support services and referrals to care.
 - a. Provide compassionate, caring and free services through approved life-affirming pregnancy support centers, social service agencies, maternity homes and adoption agencies
 - b. An evaluation of the client's needs is made by the counselor during the counseling sessions.
 - c. Provide pregnancy and parenting support services support utilizing trained crisis intervention counselors (degreed, non-degreed and volunteers)
 - d. Provide referrals to other available community services to support pregnant woman who are experiencing unplanned/crisis pregnancies, including referrals for prenatal and pediatric care, medical care, social services, and other supports as required and available.
 - e. Ensure client feedback is obtained to assure client support during crisis and counseling interventions.
2. Assist new Michigan parents establish positive parenting practices through provision of parenting support services.
 - a. Provide counseling and parenting education and referrals to pediatric care, social services, child care, financial support, housing, education for improving skills or obtaining a GED, job service and vocational training programs
 - b. Provide parenting support utilizing trained counselors (degreed, non-degreed and volunteers)
3. Assist women in Michigan who thought they were experiencing an unplanned/crisis pregnancy, but who are found to be not pregnant.

- a. Provide information on the risks of sexually transmitted diseases, relationship counseling, decision-making counseling, chastity information, teen pregnancy prevention programs, and other counseling to modify risk-taking behavior
 - b. Provide services to women in this category utilizing trained counselors (degreed, non-degreed and volunteers)
4. Serve approximately 2000 women and parents of infants at approximately 8000 visits.
5. Have Service Providers establish and maintain referral lists to life-affirming Michigan public and nonprofit organizations providing care to mothers and infants to assure ongoing care and services.
 - a. Each Service Provider Organization must have the appropriate referral resources to serve clients with essential and beneficial referrals including:
 - i. Referrals for prenatal and pediatric care.
 - ii. Referrals for medical care.
 - iii. Referrals for social services organizations and support services such as:
 - i. WIC, or other nutrition programs; MIHP, or other home visiting programs; local Department of Human Services; local health department; adoption agencies; child care; financial support; housing; education for improving skills or obtaining a GED; job service and vocational training programs; or transportation services as needed.
 - b. Service Provider Organizations are responsible to assure that referral sources are pro-life and continue to be pro-life.
 - c. Service Provider Organizations are responsible to evaluate referral organizations to assure they comply with client service needs.
 - d. Information concerning referral resources will be obtained at each site Monitoring.
6. Assure that program vendor Service Providers:
 - a. Are a nonprofit organization with 501(c)3 tax exempt status
 - b. Operate an alternatives to abortion program that has a stated policy of actively promoting childbirth instead of abortion
 - c. Maintain a pro-life mission and agree not to promote, refer, or counsel abortion as an option to a crisis or unplanned pregnancy
 - d. Are physically and financially separate from any entity that advocates, performs, counsels, or refers for abortion
 - e. Understand that the funding for alternative to abortion services under this program does not include funding for the provision, referral, or advocacy of contraceptive services, drugs, or devices
 - f. Provide core services consisting of information and counseling that promotes childbirth instead of abortion, and assists pregnant women in their decision regarding adoption or parenting
 - g. Are nondiscriminatory
 - h. Agree not to promote the teaching or philosophy of any religion or religious organization while providing program services to the client
 - i. Have been in operation a minimum of one year providing core alternative to abortion services to women in a crisis pregnancy
 - j. Provide abstinence education as the best and only method of avoiding unplanned pregnancies and sexually transmitted infections
 - k. Agree to serve all eligible clients, including those with Limited English Proficiency
 - l. Will annually verify that all staff and volunteers have current Michigan State Police and Child Abuse background check clearances
 - m. Maintain client confidentiality
 - n. Will submit their counselor training materials, and policies and procedures manual for evaluation
 - o. Do not charge a fee for services to eligible clients.
 - p. Provide handicapped accessible services.

7. Assure Service Provider compliance with program policies and objectives, including:
 - a. Initial and annual site monitoring of Service Provider sites performed as described in the program description entitled: Michigan Pregnancy and Parenting Support Services Program, Fiscal Year 2013/2014
 - b. Assure accurate record-keeping of client eligibility
 - c. Assure accurate submission of billing forms
 - d. Assure all services are provided in a respectful and non-judgmental manner
 - i. Assure all services are provided to eligible clients with limited English, hearing or visual capabilities
 - ii. Assure all services are provided with appropriate cultural sensitivities
 - e. Assure financial accountability through program site monitoring.
 - f. Ongoing quality assurance measures performed as described in the program description entitled: Michigan Pregnancy and Parenting Support Services Program, Fiscal Year 2013/2014
8. Assure compliance with program reporting requirements. Quarterly Reports are to be submitted to DFCH@michigan.gov by 45 days after the end of the quarter. The Quarterly Reports will, at a minimum, provide a total accounting of the following activities of the Service Providers:
 - a. Monitoring activities completed;
 - b. Monitoring Report findings for each site monitored and subsequent corrective actions taken;
 - c. Technical assistance provided;
 - d. Follow-up on site monitoring findings for Service Providers;
 - e. Direct service activities such as information/services provided or referrals made;
 - f. Significant Project(s) Status Report(s) including a brief narrative of projects described in the Work Plan, and any other significant projects or activities;
 - g. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by their county of residence, and their age reported by the following age groups:
 1. Less than 16 years old;
 2. 16 years old through 20 years old;
 3. 21 years old through 25 years old;
 4. 26 years old through 30 years old;
 5. 31 years old through 35 years old;
 6. 36 years old through 40 years old;
 7. 41 years old through 45 years old;
 8. 46 years old and older.
 - h. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by race, by county, by age (White, African American, Native American, Asian, multi-racial, unknown/not declared)
 - i. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by ethnicity, by county, by age (Hispanic, non-Hispanic)
 - j. The number of visits by pregnant women, non-pregnant women and parenting women (separate reports for each of these three client types), by county, by age.
 1. Hotline calls from Michigan and number of subsequent referrals to Service Providers
 2. Public Information activities in Michigan
 - k. Report number of Service Provider referrals by type:
 1. Prenatal care providers
 2. Pediatric care providers

I. Report of client outcomes

1. Number of clients indicating they are choosing childbirth
2. Number of clients who visited or are planning to visit a health care provider for prenatal care.
3. Number of clients who have taken their child to a pediatric appointment.
4. Number of clients with infants up to date in immunizations.
5. Number of clients who felt supported at the end of their counseling session.

PROGRAM Michigan Alternatives Program			DATE PREPARED 11/22/13		Page 1	Of 1
CONTRACTOR NAME Real Alternatives			BUDGET PERIOD From: October 1, 2013 To: September 30, 2014			
MAILING ADDRESS (Number and Street) 7810 Allentown Blvd, Suite 304			BUDGET AGREEMENT <input checked="" type="checkbox"/> ORIGINAL <input type="checkbox"/> AMENDMENT ►		AMENDMENT #	
CITY Harrisburg	STATE PA	ZIP CODE 17112	FEDERAL ID NUMBER 23-2868660			

SOURCE OF FUNDS

AUTHORITY: P.A. 368 of 1978

COMPLETION: Is Voluntary, but is required as a condition of funding

The Department of Community Health is an equal opportunity employer, services and programs provider.

DCH-0665 FY 2014 2/13

PROGRAM BUDGET – COST DETAIL SCHEDULE

MICHIGAN DEPARTMENT OF COMMUNITY HEALTH

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Use WHOLE DOLLARS Only

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PROGRAM Michigan Alternatives Program		BUDGET PERIOD		DATE PREPARED
		From: October 1, 2013	To: September 30, 2014	11/22/13
CONTRACTOR NAME Real Alternatives		BUDGET AGREEMENT		AMENDMENT #
		<input checked="" type="checkbox"/> ORIGINAL <input type="checkbox"/> AMENDMENT		
1. SALARY & WAGES	COMMENTS	POSITIONS REQUIRED	TOTAL SALARY	
POSITION DESCRIPTION				
President and CEO			8,200	
Director of Finance			4,200	
Assistant Director of Finance			11,400	
Accountant			4,100	
Bookkeeper			9,500	
Accrued Vac & Sick			238	
1. TOTAL SALARIES & WAGES:		0	37,638	
2. FRINGE BENEFITS (Specify)				
<input checked="" type="checkbox"/> FICA	<input checked="" type="checkbox"/> LIFE INS.	<input checked="" type="checkbox"/> DENTAL INS.	COMPOSITE RATE	
<input checked="" type="checkbox"/> UNEMPLOY INS.	<input checked="" type="checkbox"/> VISION INS.	WORK COMP.	AMOUNT 0.00%	
<input checked="" type="checkbox"/> RETIREMENT	<input type="checkbox"/> HEARING INS.			
<input checked="" type="checkbox"/> HOSPITAL INS.	<input checked="" type="checkbox"/> OTHER (specify)		2. TOTAL FRINGE BENEFITS:	
			\$6,020	
3. TRAVEL (Specify if category exceeds 10% of Total Expenditures)				
			3 TOTAL TRAVEL:	
			\$3,500	
4. SUPPLIES & MATERIALS (Specify if category exceeds 10% of Total Expenditures)				
Office Expense			\$16,138	
Computer Resources			\$20,000	
			4. TOTAL SUPPLIES & MATERIALS:	
			\$36,138	
5. CONTRACTUAL (Specify Subcontracts/Subrecipients)				
<u>Name</u>	<u>Address</u>	<u>Amount</u>		
Consulting		\$6,000		
Legal Consulting		\$1,200		
			5. TOTAL CONTRACTUAL:	
			\$7,200	
6. EQUIPMENT (Specify items)				
			6. TOTAL EQUIPMENT:	
			\$0	
7. OTHER EXPENSES (Specify if category exceeds 10% of Total Expenditures)				
Communication:	Rent/Telephone	\$ 7,000		
Space costs	Business Insur + Ofc & Directors Insurance	\$ 1,100		
Others (explain)	Audit	\$ 5,000		
	Equip. Service Contract	\$ 500		
	Professional Development	\$ 624		
	Job Advertising/Employee Screening	\$ 280		
			7. TOTAL OTHER EXPENSES:	
			\$14,504	
8. TOTAL DIRECT EXPENDITURES (Sum of Totals 1-7)		8. TOTAL DIRECT EXPENDITURES:		\$ 105,000
9. INDIRECT COST CALCULATIONS		Rate #1: Base \$0 X Rate 0.0000 %	Total	\$ 0
		Rate #2: Base \$0 X Rate 0.0000 %	Total	\$ 0
			9. TOTAL INDIRECT EXPENDITURES:	
			\$ 0	
10. TOTAL EXPENDITURES (Sum of lines 8-9)		\$ 105,000		
AUTHORITY: P.A. 368 of 1978		The Department of Community Health is an equal opportunity employer, services and programs provider.		
COMPLETION: is Voluntary, but is required as a condition of funding				
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PROGRAM BUDGET – COST DETAIL SCHEDULE

MICHIGAN DEPARTMENT OF COMMUNITY HEALTH

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PROGRAM Michigan Alternatives Program		BUDGET PERIOD From: 10/1/13 To: 9/30/14		DATE PREPARED 11/22/13
CONTRACTOR NAME Real Alternatives		BUDGET AGREEMENT <input checked="" type="checkbox"/> ORIGINAL <input type="checkbox"/> AMENDMENT		AMENDMENT #
2. SALARY & WAGES POSITION DESCRIPTION	COMMENTS	POSITIONS REQUIRED	TOTAL SALARY	
Vice President			\$8,200	
Service Provider Approval			\$4,600	
Quality Contgrol Coordinator			\$9,400	
Service Provider Monitoring			\$3,000	
Toll Free			\$670	
Accred Vac & Sick			\$118	
1. TOTAL SALARIES & WAGES:		0	\$25,988	
2. FRINGE BENEFITS (Specify)				
<input checked="" type="checkbox"/> FICA <input checked="" type="checkbox"/> LIFE INS. <input checked="" type="checkbox"/> DENTAL INS. COMPOSITE RATE <input checked="" type="checkbox"/> UNEMPLOY INS. <input checked="" type="checkbox"/> VISION INS. <input checked="" type="checkbox"/> WORK COMP. AMOUNT 0.00% <input checked="" type="checkbox"/> RETIREMENT <input type="checkbox"/> HEARING INS. <input checked="" type="checkbox"/> HOSPITAL INS. <input checked="" type="checkbox"/> OTHER (specify)				
2. TOTAL FRINGE BENEFITS:				\$3,836
3. TRAVEL (Specify if category exceeds 10% of Total Expenditures)				
3 TOTAL TRAVEL:				\$7,400
4. SUPPLIES & MATERIALS (Specify if category exceeds 10% of Total Expenditures)				
Client Education Materials				6,000
Pregnancy Test Kits				10,500
4. TOTAL SUPPLIES & MATERIALS:				\$16,500
5. CONTRACTUAL (Specify Subcontracts/Subrecipients)				
Name	Address	Amount		
Client Services		\$501,276		
Database Consulting		\$ 6,000		
5. TOTAL CONTRACTUAL:				\$507,276
6. EQUIPMENT (Specify items)				
6. TOTAL EQUIPMENT:				\$
7. OTHER EXPENSES (Specify if category exceeds 10% of Total Expenditures)				
Communication:	Services Advertising	\$ 13,000		
Space Cost:	Toll Free Referral System	\$ 1,000		
Others (Explain):	Contract Closeout Cost	\$ 20,000		
				\$34,000
8. TOTAL DIRECT EXPENDITURES (Sum of Totals 1-7)		8. TOTAL DIRECT EXPENDITURES:		\$595,000
9. INDIRECT COST CALCULATIONS		Rate #1: Base \$0 X Rate 0.0000 % Total		\$ 0
		Rate #2: Base \$0 X Rate 0.0000 % Total		\$ 0
		9. TOTAL INDIRECT EXPENDITURES:		\$ 0
10. TOTAL EXPENDITURES (Sum of lines 8-9)				\$595,000
AUTHORITY: P.A. 368 of 1978		The Department of Community Health is an equal opportunity employer, services and programs provider.		
COMPLETION: Is Voluntary, but is required as a condition of funding				
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MICHIGAN DEPARTMENT OF COMMUNITY HEALTH
GRANTS AND PURCHASING DIVISION

EQUIPMENT INVENTORY SCHEDULE

Please list equipment items that were purchased during the grant agreement period as specified in the grant agreement budget's cost detail schedule - Attachment B.2. Provide as much information about each piece as possible, including quantity, item name, item specifications: *make, model*, etc. Equipment is defined to be an article of non-expendable tangible personal property having a useful life of more than one (1) year and an acquisition cost of \$5,000 or more per unit. Please complete and forward this form to the MDCH contract manager with the final progress report.

Contractor Name: _____

Contract #: _____ Date: _____

Quantity	Item Name	Item Specification	Tag Number	Purchased Amount
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
				\$
Total				\$ 0

Contractor's Signature: _____ Date: _____

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PERFORMANCE / PROGRESS REPORT REQUIREMENTS

- A. The Contractor shall submit the following reports on the following dates:
1. 1st Quarter Period 10/1/13 - 12/31/13 – Due 2/14/14
 2. 2nd Quarter Period 1/1/14 – 3/31/14 – Due 5/15/14
 3. 3rd Quarter Period 4/1/14 – 6/30/14 – Due 8/15/14
 4. 4th Quarter Period 7/1/14 – 9/30/14 – Due 11/14/14
- B. Any such other information as specified in the Statement of Work, Attachment A shall be developed and submitted by the Contractor as required by the Contract Manager.
- C. Reports and information shall be submitted to the Contract Manager at:
- Brenda Fink, Director
Family and Community Health Division
Michigan Department of Community Health
109 W. Michigan
Lansing, MI 48913
- D. The Contract Manager shall evaluate the reports submitted as described in Attachment C, Items A. and B. for their completeness and adequacy.
- E. The Contractor shall permit the Department or its designee to visit and to make an evaluation of the project as determined by Contract Manager.

FINANCIAL STATUS REPORT
MICHIGAN DEPARTMENT OF COMMUNITY HEALTH

ATTACHMENT D

		Contract Number		Page	Of
Local Agency Name		Program		Code	
Street Address		Report Period Thru Final		Date Prepared	
City, State, ZIP Code		Agreement Period Thru		FE ID Number	

Category	Expenditures		Agreement	
	Current Period	Agreement YTD	Budget	Balance
1. Salaries & Wages				
2. Fringe Benefits				
3. Travel				
4. Supplies & Materials				
5. Contractual (Sub-Contracts)				
6. Equipment				
7. Other Expenses				
8. TOTAL DIRECT				
9a. Indirect Costs Rate #1:_%				
9b. Indirect Costs Rate #2:_%				
10. TOTAL EXPENDITURES				
SOURCE OF FUNDS:				
11. State Agreement				
12. Local				
13. Federal				
14. Other				
15. Fees & Collections				
16. TOTAL FUNDING				

CERTIFICATION: I certify that I am authorized to sign on behalf of the local agency and that this is an accurate statement of expenditures and collections for the report period. Appropriate documentation is available and will be maintained for the required period to support costs and receipts reported.

Authorized Signature	Date	Title
Contact Person Name	Telephone Number	

FOR STATE USE ONLY

	Advance	INDEX	PCA	A OBJ CODE	AMOUNT
Advance Outstanding					
Advance Issued or Applied					
Balance					
Message					
Authority: P.A. 368 of 1978 Completion: is a Condition of Reimbursement			The Department of Community Health is an equal opportunity, employer, services, and programs provider.		

DCH-0384(E) (Rev. 4/04) (W) Previous Edition Obsolete

**MICHIGAN PREGNANCY AND PARENTING SUPPORT SERVICES PROGRAM
FISCAL YEAR 2013 / 2014
Program Description and Work Plan**

INTRODUCTION

Real Alternatives is a national, private, tax-exempt, non-profit corporation pursuant to Section 501(c) (3) of the Internal Revenue Code. Using its proprietary "Real Alternatives Program and Instructional Design" (RAPID)¹ system, Real Alternatives has administered the successful and nationally-recognized Alternative to Abortion Services Program as the prime contractor for the Commonwealth of Pennsylvania since July 1, 1997.

The government funding received by Real Alternatives from state governments enables Real Alternatives to provide free, caring, confidential and comprehensive pregnancy support, parenting and adoption education services that encourage a decision of childbirth instead of abortion, to women and their families who are experiencing unexpected pregnancies. Those critical and extremely beneficial services are directly provided through a network of vendor service providers comprised of social service agencies, pregnancy support centers, maternity homes and adoption agencies.

Corporate Mission Statement

Real Alternatives exists to provide life-affirming alternative to abortion services throughout the nation. These compassionate support services empower women to protect their reproductive health, avoid crisis pregnancies, choose childbirth rather than abortion, receive adoption education, and improve parenting skills.

CORPORATE BACKGROUND AND EXPERIENCE

Real Alternatives has been the prime contractor for the Commonwealth of Pennsylvania's alternative to abortion services program for the last fifteen years. During that time, over 212,000 women throughout the Commonwealth have been served. Real Alternatives receives the Alternative to Abortion Services grant from the Commonwealth of Pennsylvania Department of Public Welfare to provide comprehensive pregnancy, parenting and adoption support services to pregnant women who are experiencing an unexpected pregnancy, so they choose childbirth rather than abortion. This is accomplished through a vendor network of approximately 100 social service agencies, pregnancy centers, maternity homes and adoption agencies. Always striving to deliver quality, cost effective services to women, Real Alternatives was recognized by the Central Pennsylvania Business Journal in 2002 and again in 2004 for its technological innovation and cost savings by being selected as a finalist for the Annual Nonprofit Innovation Award. In 2004, Real Alternatives was also one of the first four nonprofits to be awarded the prestigious Pennsylvania Association of Nonprofit Organizations (PANO) Seal of Excellence for meeting the 56 Standards of Excellence criteria for nonprofits. In 2007 and again in 2013, Real Alternatives earned recertification for the PANO Seal of Excellence. Real Alternatives recognizes that a government program is only as good as its last audit. Using the RAPID system has lead to 16 straight perfect CPA audits for Real Alternatives.

Real Alternatives is governed by a Board of Directors and a set of bylaws. The registered office of the Corporation is 7810 Allentown Boulevard, Suite 304, Harrisburg, Pennsylvania 17112, telephone: 717-541-1112, fax: 717-541-9713. Federal ID Number is 23-2868660. The business and affairs of Real Alternatives are managed by its Board of Directors. The board hired and sets the duties of the President & CEO, and he is empowered by the Corporation to carry out the policies of the Corporation, throughout all endeavors on behalf of Real Alternatives. The President & CEO, Kevin I. Bagatta, Esquire, is the point of contact for questions regarding this grant agreement. Except as otherwise required by Pennsylvania corporate law or other law, the entire control of the Corporation (its management, affairs, and property) is vested in the Board of Directors of the Corporation.

Real Alternatives Staff Administration

Real Alternatives is a national nonprofit corporation with two divisions: one that supports the \$6.5 million a year PA Alternative to Abortion Services Program, and the second that supports national expansion of government-funded alternative to abortion programs.

The executive management team for the Real Alternatives consists of a full-time President & CEO, a full-time Vice President of Operations, a full-time Director of Finance, and a full-time Assistant Director of Finance. Additional personnel include a full-time Accountant, part-time Bookkeeper, a full-time Quality Control Manager, a part-time Special Projects Coordinator, a part-time Evaluation Manager, a part-time Community Outreach Coordinator, and a near full-time Toll-Free Counselor.

PROGRAM WORK PLAN

Real Alternatives, through a network of pro-life pregnancy support centers, maternity homes, adoption agencies, and social service agencies (vendor service providers), plans to reach out to each woman, no matter what her background or circumstances, and without fee. Compassionate, trained counselors will assess each woman's situation and assist her in developing a positive life-affirming approach to her pregnancy. Assistance during and after the parenting and adoption decision involves counseling, education, material assistance, and referrals. By empowering women in an unexpected pregnancy with this assistance, they no longer feel compelled to choose abortion out of a sense of being alone, helpless, and hopeless. The outcome goals of this pregnancy and parenting support program will be that women facing crisis/unexpected pregnancies in the state of Michigan will be aware of this comprehensive program, they will receive support, will have improved parenting skills, and will receive adoption education. Such outcome goals will empower them to choose childbirth rather than abortion. This program in turn will have a lowering impact on the Michigan Abortion Choice Percentage (see exhibit 1 in the appendix), and be a factor in reducing medical costs², improving women's health³, and obtaining overall long-term savings for the taxpayers of Michigan.

Program Design

Real Alternatives will utilize the RAPID system to administer this regional program. Real Alternatives, which holds all right, title, and interest to the RAPID system, has proven success in Pennsylvania as a good steward of government financial resources to meet Pennsylvania's desire to assist women to seek an alternative to abortion. Real Alternatives, as the prime contractor, will provide regional program operations services including program administration and centralized client outreach.

The following is the overall design of the RAPID system, already working in Pennsylvania, along with the description of tasks that will be taken by Real Alternatives in Michigan for program deployment and ongoing operation. (This explanation is visually portrayed at Exhibit 3 in the appendix.) Real Alternatives plans to subcontract with vendor service providers to perform program operational services, primarily involving counseling and support services to clients. Those potential vendor service providers include 76 pregnancy support centers, maternity homes, adoption agencies, and social service agencies that provides life-affirming alternative to abortion services presently throughout Southern Michigan (approximate geographical area south of the Grand Rapids – Lansing – Flint Corridor). Real Alternatives will contact them in December 2013/January 2014 advising them of Real Alternatives' plan to contract with those who meet Real Alternatives' vendor standards to perform services under the Michigan Department of Community Health grant.

First, the potential vendor service providers are screened for eligibility and are then approved as subcontractors. Next, their counselors who will be providing the services are trained on program requirements, eligible services and restrictions in delivery of those counseling services.

Once counselors in the field are certified, they submit information online each time they provide approved services to program eligible clients. This information includes demographic information, topics discussed in the counseling session, counseling and referral time, and billing information, along with a required certification by the counselor of the validity of what is being submitted for reimbursement. This online information is submitted daily and processed by Real Alternatives. Real Alternatives gathers the regional data and converts it for use in the financial accounting system and performance reporting system. After receiving a 16.67% operating advance of the total program contract value for start up costs and rollout of the regional

program, Real Alternatives envisions reporting to DCH for the previous month's services performed. Requests for remaining cash advances will occur each quarter. Once paid, Real Alternatives will pay the vendor service providers for their past month's approved services.

While the vendor service providers' counselors are providing services to clients, Real Alternatives staff will implement the RAPID Client Education Materials Purchase during the first year of the grant. Again, the state of Michigan will be able to save development time and money by using material which has already been reviewed for currency and accuracy under the RAPID system. Vendor relationships already established by Real Alternatives will be able to be used resulting in appropriate mass quantity discounts. Real Alternatives, with fifteen years of experience serving a diverse population of women in crisis pregnancies in the sixth largest state in the US, will develop special education and information materials tailored for the Michigan program.

Many women choose not to abort once they are aware there is someone available to assist them during their parenting or adoption decision. Advertising is imperative to inform women that there are people and this program in the state of Michigan to help them. Once a large number of vendor service providers are approved, the RAPID marketing system will be used to conduct a targeted social media campaign of the RAPID 1-888-LIFE-AID hotline patch system. (See below).

Real Alternatives will use the media ads developed and tested over the years in the Pennsylvania program that have been specifically tailored to reach women in a crisis/unexpected pregnancy who are unsure whether to abort or not. Using the methods perfected over the years in Pennsylvania, media buying will be accomplished by Real Alternatives.

The RAPID LIFE-AID hotline patch system provides a trained, bilingual, crisis intervention telephone counselor to provide brief initial counseling and determine where the caller is calling from. The caller is then patched to a counselor at an approved vendor service provider nearest to her. For those clients searching the internet, referrals are made from the existing bilingual Real Alternatives website, www.RealAlternatives.org, which will be adapted for use by Michigan citizens. That website will be available immediately once vendor service providers are signed, agree to contract terms, and have been trained by Real Alternatives. To ensure program compliance, only approved vendor service providers who meet program requirements and have contractually agreed to them with Real Alternatives will be listed in these referral sources.

The telephone number 1-888-LIFE-AID, is a national toll-free number owned by Real Alternatives. In order to save costs, the LIFE-AID number is the entry point for the entire Michigan Pregnancy and Parenting Support Services Program. As such, all media, brochures, television, and future radio ads will advertise it. During fiscal year 2013/14 the advertisement budget is high so that Real Alternatives may inform the women of Michigan of the program's existence. As new clients are referred to vendor service providers, increased reimbursement follows the increase in services. As services and reimbursement increases, reinvestment by the vendor service providers in staff and centers builds more capacity for them to serve more clients.

In the area of vendor service provider reimbursement, service providers are reimbursed as vendors for the core and support services rendered to women on a "fee-for-service" type of arrangement. The minimum rates for reimbursement are \$1.09 per minute for counseling time and referral time; \$21.80 per class per client; \$10.90 per client self-administered pregnancy test kit, \$10.90 per food, clothing, and/or furniture pantry visits not to exceed four visits per pantry type; and, \$5.45 per online client data collection form. This performance driven reimbursement system rewards vendor service providers who take their program reimbursement and reinvest in their services by opening more centers and hiring more counselors to serve more women in need. By serving more women, these centers receive more reimbursement. No money is "given" to the vendor service providers – they earn it. By using the prime contractor/subcontractor model, vendor service providers do what they do best, one-on-one counseling and mentoring instead of government contracting, and the prime contractor does what it does best, government program administration and client outreach.

This approach results in the Michigan Pregnancy and Parenting Support Services Program maximizing focus and performance for the prime contractors and vendor service providers.

One confidential form is required for the billing system. The client fills out the form containing personal and demographic information and signs it to confirm a person was served that day of service. The form the client fills out allows each client to have the ability to register a complaint or comment at each visit throughout the state using the same method that has been successfully used in the Pennsylvania program for 16 years. Each form will have a telephone number that clients can call to register a complaint about any services provided to them at the vendor service provider level to Real Alternatives. Complaint calls are followed up by Executive Staff.

Real Alternatives will use the RAPID Online Data Collection, Billing, and Reporting Systems software to receive monthly billing from the service providers; process the demographic, billing, and performance data; and submit the services bill to the DCH for reimbursement along with administrative and outreach costs. Once reimbursement occurs from DCH then Real Alternatives will reimburse the vendor service providers.

Real Alternatives will provide the following program coordination services: seek out, approve and sign contracts with qualified vendor service providers to deliver core services to clients; train approved vendor service providers in program requirements; ensure that only program trained and approved counselors submit for reimbursement under the program; conduct annual on-site and remote monitoring of the vendor service providers using to ensure subcontract and program compliance; conduct annual regional education material purchase for clients; provide to DCH monthly financial reports of expenses and reimbursement requests for the next quarter's services; provide quarterly reports of statewide vendor service provider performance to DCH including clients served and total visits by age and by county, as well as hotline referrals and patches by age and by county.

Service Provider Selection Process

Providing pregnancy support that promotes childbirth and alternatives to abortion requires experienced individuals taking the time to listen to the concerns of the women in crisis and supporting them. The quality of the vendor services provided to these women is of utmost importance to Real Alternatives. This dedication to the quality of service is reflected in the RAPID Service Provider Selection Process. Once a potential vendor service provider expresses interest in becoming a vendor service provider for the program after being contacted by Real Alternatives, the potential vendor service provider is asked if they meet the minimum requirements for the program. The minimum criteria required for potential vendor service providers is that they:

- ♦ are a 501(c) 3 tax exempt organization
- ♦ operate an alternative to abortion program that has a stated policy of actively promoting childbirth instead of abortion
- ♦ maintain a pro-life mission and agree not to promote abortions, refer women for abortions, or counsel women to have an abortion as an option to a crisis pregnancy
- ♦ be physically and financially separate from any entity that advocates for abortion, performs abortions, counsels women to have abortions, or refers women for abortion
- ♦ provide core services consisting of information and counseling that promotes childbirth instead of abortion and assists pregnant women in their decision regarding adoption or parenting
- ♦ understand that the funding for alternative to abortion services under this program does not include funding for the provision, referral, or advocacy of contraceptive services, drugs, or devices
- ♦ are nondiscriminatory
- ♦ agree not to promote religion during government-funded contract services
- ♦ have been in operation a minimum of one year providing core alternative to abortion crisis intervention services to women in a crisis/unexpected pregnancy
- ♦ serve low-income clients
- ♦ do not charge a fee for program services to eligible clients
- ♦ provide a physical site that is handicapped accessible, or that they have the capability to make special provisions to provide program services to persons with disabilities.

Based upon their response to the minimum requirements evaluation, a potential vendor service provider is required to submit a binder of backup documents for review by Real Alternatives. Such documents include at a minimum:

- ♦ proof of IRC 501 (c) 3 tax-exempt status with federal tax number

- ♦ a copy of the Corporate Articles of Incorporation and Amendments filed with the Secretary of State
- ♦ a copy of the Bylaws of the Corporation
- ♦ policy and procedures manual that include a confidentiality policy
- ♦ board of directors or equivalent governing body
- ♦ counseling training materials
- ♦ proof of general liability insurance for sites where services are rendered, as well as automobile and workers compensation insurance.

All material will be reviewed and if the program criteria are met, a visual inspection of the site is arranged and observed. Upon completion of the visual site inspection, a written evaluation is completed along with the Evaluator's recommendation. The Vice President of Operations then reviews all documents and makes a recommendation to the President & CEO. If the President & CEO approves the potential vendor service provider, then DCH will be informed. An agreement will be offered to the new potential vendor service provider.

Real Alternatives estimates it will contract with between 10- 20 out of the approximate 76 pro-life vendor service provider sites located in the Southern Michigan region to serve women in need during fiscal year 2013-2014.

Service Provider Training and Monitoring

Upon successful completion of the approval process, the vendor service provider's personnel and volunteers are trained on program compliance. Real Alternatives will accelerate the training through the use of the RAPID Training Process. This training will ensure that reimbursement for services to clients can start in March 2014. Thereafter, vendor service providers are retrained every year on program requirements and compliance. In addition to annual training, each vendor service provider receives on-site and/or remote monitoring for program compliance annually. Monitoring reports on the vendor service provider's physical site, program compliance, and corporate changes will be prepared by Real Alternatives' staff, annotating deficiencies and corrective actions taken. The site monitoring reports will appear in the quarterly reports to DCH.

Quality assurance of services is accomplished by Real Alternatives in multiple ways:

1. initially by the vendor service provider screening process and approval process, then
2. by the training process accomplished by Real Alternatives at counselor training, then
3. by having each counselor sign a certification statement of understanding of important program rules before the forms submitted by them are reimbursed in the system, and
4. finally by monitoring each vendor service provider for programming contract compliance once a year starting in 2014.

Those vendor service providers with multiple sites will have two or more site monitorings performed by the Real Alternatives.

Vendor Service Provider Monitoring

Vendor Service Provider monitoring encompasses three parts. During the Corporate Administration and Program Profile Review, the following is reviewed:

- Review of policy and procedure manuals and documentation of Board of Directors approval (manuals include: Non-Discrimination Policy, Confidentiality Policy, Sexual Harassment Policy, Spiritual Issues Policy, Abortion/contraception Policy, internal client grievance procedures, Limited English Proficiency Policy, Adoption Policy);
- Review of counselor training plan, counseling skills training, training materials, assessment and ongoing training;
- Review of corporate documents (Mission statement, board of directors listing, articles of incorporation, by-Laws, non-profit status);

- Review of program operations (including, Client intake form, Client services, primary client referral sources, provider referral resource list, pregnancy test requirements, client educational materials, and staff/volunteer training procedures)

During the Facility Inspection, the following is reviewed:

- Inspection of facility including: waiting area, counseling areas lavatories, fire safety procedures and equipment,
- review of literature, review of current counselor child abuse clearance, handicap accessibility, confidential handling of client files, review of service site website and/or yellow page ads.

During the Reimbursement Compliance Review, the following is reviewed:

- Review of randomly selected client files for accuracy of billing.

Charitable Choice Act – Faith-Based Organization Policy

Real Alternatives proposes to implement the present RAPID faith-based policy currently being used in Pennsylvania. A faith-based service provider which includes among its activities worship, religious instruction, proselytization or other inherently religious programs cannot be funded for those activities under the Michigan Pregnancy and Parenting Support Services Program. Reimbursement is prohibited for worship services, bible study, prayer meetings, prayer with a client during the program visit, or any form of proselytization, i.e., to recruit members for religious conversion.

If a vendor service provider does engage in such activities with a client in the pregnancy and parenting support program, those activities must occur separately, in time or location, from services provided pursuant to the contract with Real Alternatives. By the way of example of what may constitute separateness in place, if a vendor service provider occupies a building with a single entrance and provides counseling in one of its rooms, it may, with a signed request from a client, immediately after program counseling, engage in spiritual or religious activity with the client in a separate room in the building, with a different spiritual or religious counselor – a person other than the one who provided service under the contract.

An example of separation in time would permit a different spiritual counselor to meet with a client, if the client signs a request, after the counselor providing client services under the Michigan Pregnancy and Parenting Support Services Program, leaves the room.

Participation in religious/spiritual activities by a client must be voluntary, and the client must understand that refusal to participate in religious activities will not disqualify her from receiving services under the program. An approved request form must be provided to the client before any such religious activity occurs to assure that voluntary, informed consent is provided by the client.

A vendor service provider under the contract may retain religious terms in its organization name, select its board members on a religious basis and include religious references in its organization's mission statements and other governing documents. It cannot, however, include any religious activity or program with client services and must certify to Real Alternatives that it complies with its contract requirements.

Client Services

The primary purpose of the Michigan Pregnancy and Parenting Support Services Program is to provide core services consisting of information, education, and counseling that promotes childbirth instead of abortion and assists pregnant women in their decision regarding adoption or parenting. The program also provides support services including client self-administered pregnancy test kits, baby food, maternity and baby clothing and baby furniture, information and education, and referrals for other services for the needs of the women and newborn. The information and education provided under support services includes topics regarding infant care, adoption, or parenting.

The enabling legislation for the Michigan Pregnancy and Parenting Support Services Program states the program must promote childbirth and alternatives to abortion. Vendor service providers are to provide free counseling, support, and referral services to eligible women during pregnancy, and through 12 months after

birth. As appropriate, the goals for client outcomes shall include an increase in client support, an increase in childbirth choice, an increase in adoption knowledge, an improvement in parenting skills, and improved reproductive health through abstinence education.

Real Alternatives, through the vendor service providers, will offer a comprehensive umbrella of core and support services that provide women direct support during and after the crisis/unexpected pregnancy.

For those in a crisis/unexpected pregnancy, core services are delivered by providing direct counseling support during the parenting and adoption decision. Services include:

- ♦ crisis intervention counseling and case management in a non-judgmental atmosphere
- ♦ education on fetal development and the health and nutritional needs of pregnant women, including books, videos, brochures, and fetal models
- ♦ abortion information - what it is, what it does, and negative outcomes associated with it
- ♦ pre- and post-natal education; pregnancy and certified childbirth classes
- ♦ access to information on medical care, hospital clinics, doctors, health care facilities, and other professional services; assistance with identifying drug and alcohol programs, if needed
- ♦ adoption service information
- ♦ life-skill training for parenting and nutritional needs
- ♦ availability of other community social services
- ♦ tangible aid in the form of maternity clothes
- ♦ other programs for the physical and emotional needs of women experiencing the stress of a crisis/unexpected pregnancy

For women who have given birth, support services are delivered by providing direct parenting or adoption support because of their decision not to abort. These services take the form of:

- ♦ parenting counseling and classes
- ♦ education referrals for upgrading skills or obtaining a GED
- ♦ child care referrals
- ♦ mentoring
- ♦ information on Women Infants and Children (WIC) programs
- ♦ job service and vocational training opportunities availability
- ♦ tangible aid in the form of baby and infant items and other needed supplies

For those who come to our Service Providers thinking they may be experiencing a crisis/unexpected pregnancy but are unsure, client self-administered pregnancy test kits are always available. For those in this category who are found to be not pregnant, services include:

- ♦ information on the risks of sexually transmitted diseases
- ♦ relationship counseling
- ♦ decision making education
- ♦ chastity classes
- ♦ teen pregnancy prevention programs
- ♦ other counseling offered to modify risk-taking behavior.⁴

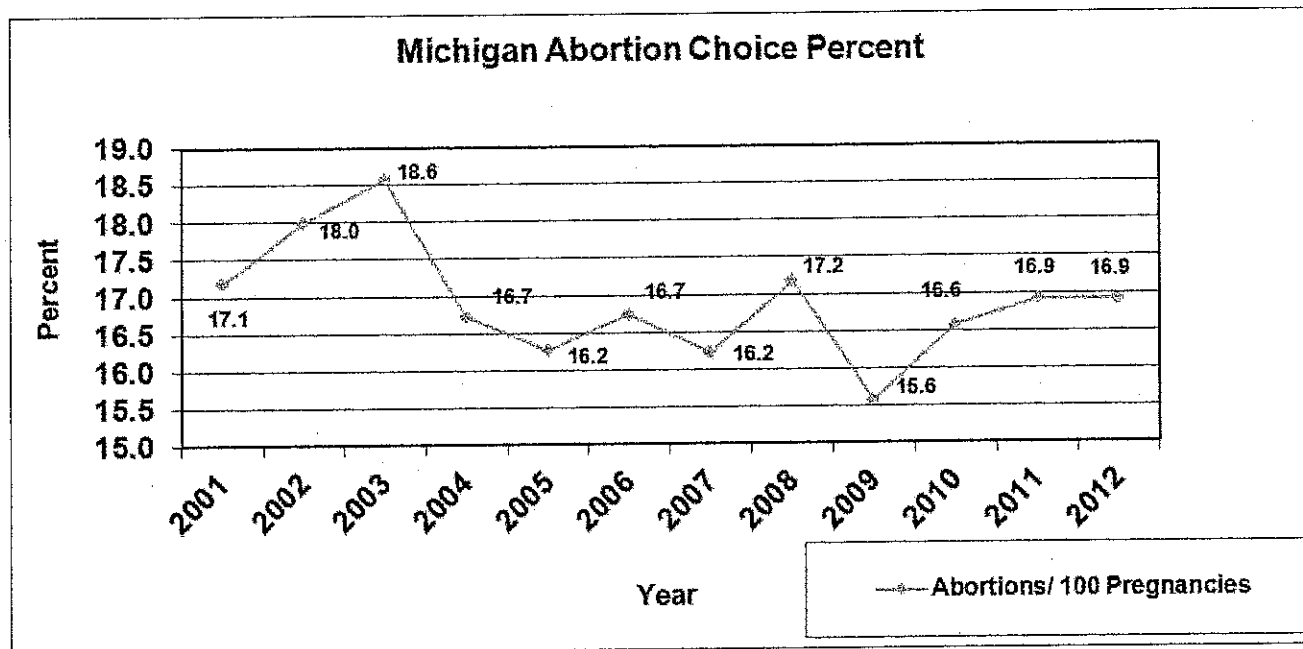
This umbrella of services allows Real Alternatives to provide direct support services so women do not feel the need to have an abortion now or in the future, as well as provide programs that work to prevent the circumstances that might lead to the perceived need for an abortion in the first place. With the ability to provide a wide range of readily available nearby services to Michigan women, they are empowered to make more informed choices concerning their child, as well as begin to plan for a future that will include independence and self-sufficiency. The consistent provision of these services over a significant period of time provides a better opportunity for counselors to help women who desire to change their status from a dependent mother to an independent mother.

ASSUMPTIONS

This proposal is based on the assumption that if awarded, DCH will advance the appropriate requested amount of total contract funds for startup and reimbursement thereafter for program services will occur quarterly on a timely basis.

APPENDIX

Exhibit 1



"The Michigan Abortion Choice Percentage" is calculated by taking the Total MI Resident Abortions and dividing that number by the sum of the Total MI Resident Abortions and Total MI Resident Live Births. All figures used to track this outcome are obtained from the *Michigan Health Statistics*, the Michigan Department of Community Health website. The Abortion Choice Percentage represents the percentage of women who chose to undergo abortions out of the total population of women who could. General program impact can be measured because pregnant women who receive support and encouragement through alternative to abortion services are empowered to choose childbirth rather than abortion.

Exhibit 2: END NOTES

¹ The RAPID system includes the following copyrighted and proprietary information and material which belongs to and shall remain the exclusive property of Real Alternatives: all software, documents, checklists, staff training materials, service provider user guides, billing systems, and program management tools used to administer a regional Michigan Pregnancy and Parenting Support Program. The RAPID system is not a deliverable under this grant agreement.

² Often when faced with a crisis pregnancy, women delay prenatal care resulting in low birth weight babies that increases health care cost and high infant mortality rates. National Prevention Council, *National Prevention Strategy*, Washington, DC:

U.S. Department of Health and Human Services, Office of the Surgeon General, 2011

A prior first trimester induced abortion has been found to be an irreversible risk factor associated with preterm birth. *Immutable Medical Risk Factors Associated with Preterm Birth*. Preterm Birth: Causes, Consequences, and Prevention. Institute of Medicine, 2007, pp. 625.

In addition, for every \$1.00 spent on prenatal care, approximately \$3.38 to \$11.00 could be saved in Neonatal Intensive Care Unit costs. "Preventing Low Birth Weight Summary", *Committee to Study the Prevention of Low Birth Weight, Division of Health Promotion and Disease, the Pennsylvania Department of Health*. The United States currently spends just \$1 to prevent sexually transmitted diseases for every \$43 spent treating the 12 million cases diagnosed each year... teenagers suffer a staggering 3 million cases a year. "STDs are Labeled Hidden Epidemic", *The Harrisburg Patriot*, Nov. 20, 1996, A5. STDs cost the U.S. health care system \$17 billion every year—and cost individuals even more in immediate and life-long health consequences. *Sexually*

³ Lowering abortions can lower the incidence of breast cancer. A Turkish study done between 2000 and 2006 showed induced abortion significantly associated with increased breast cancer. *World Journal of Surgical Oncology* 2009, 7:37 doi:10.1186/1477-7819-7-37 This article is available from: <http://www.wjso.com/content/7/1/37> © 2009 Ozmen et al; licensee BioMed Central Ltd.

In a study of eight European countries, researchers concluded that the increase in breast cancer incidence appears to be best explained by an increase in abortion rates and lower fertility. *The Breast Cancer Epidemic: Modeling and Forecasts Based on Abortion and Other Risk Factors*, Journal of American Physicians and Surgeons, Vol. 12, No. 3, Fall 2007, pp. 72-78.

A study of 1,451 women who developed breast cancer before the age of 40 had a 90 percent increase in the incidence of breast cancer if they aborted their first pregnancy versus those women who delivered their first baby. "An Early Abortion and Breast Cancer Risk Among Women Under Age 40," Howe, H.L., Bzduch, H., Hezfeld, P., *International Journal Epidemiology*, 18:300-304. Additionally, women under age 18 who had an abortion after the eighth week of pregnancy increased their risk of breast cancer by 800 percent. "Risk of Breast Cancer Among Young Women: Relationship to Induced Abortion", *Journal of the National Cancer Institute*, 88:21, November 2, 1994. There is an overall 30 percent risk increase attributable to induced abortion based on meta-analysis of 30 years of studies. Brind, et al. (1997), *J. Epidemiol Community Health* 50:481-496. According to Dr. Angela Lanfranchi, abortion causes breast cancer in about 5% of women who have an abortion. This results in approximately 10,000 cases a year of breast cancer that can be attributed to abortion. After an induced abortion, the female is exposed to very high levels of mitogen and estrogen. This would leave her breast with more places for cancers to start. "The Breast Physiology and the Epidemiology of the Abortion Breast Cancer Link", *Imago Hominis*, 2005, pp. 228-236. The Breast Cancer Prevention Institute claims that the more estrogen a women is exposed to in her lifetime, the higher her risk for breast cancer. Abortion in women under 18 and over 30 years old carries the greatest risk of getting breast cancer. "The Biologic Cause of the Abortion Breast Cancer Link: The Physiology of the Breast", *Breast Cancer Prevention Institute*, May 2004 (revised). Studies have shown that women who have ever used early formulations of oral contraceptives and who also have a first-degree relative with breast cancer may be at a particularly high risk for breast cancer. Women with a strong family history who have used more recent lower-dosage formulations of oral contraceptives should be advised of the risks regarding oral contraceptive use and breast cancer. "Oral Contraceptives and Breast Cancer: A Note of Caution for High-Risk Women", *The Journal of the American Medical Association*, Vol. 284, No. 14, October 11, 2000, pp. 1-6.

A 2009 study reports that oral contraceptive use contributes to younger women developing breast cancer particularly a type called triple-negative that is aggressive, more difficult to treat and has higher mortality rates. Among women ≤ 40 years of age, the risk for breast cancer overall, and the risk of non-triple-negative breast cancer increased with younger age at first use. Dolle, Jessica M. and Daling, Janet R. *Risk Factors for Triple-Negative Breast Cancer in Women Under the Age 45 Years*. *Cancer Epidemiology, Biomarkers & Prevention* 2009; 18(4) April 2009, pp. 1157-1166.

Those who abort a first pregnancy are at a greater risk of subsequent long term clinical depression.... (Summer 2003) "Clinical Depression Linked to Abortion", *British Medical Journal*, 1992, pp. 151-152. Results of a New Zealand study suggest that women who experience distress as a result of having an abortion are more likely to have subsequent mental health problems. *Reactions to abortion and subsequent mental health*, The British Journal of Psychiatry, May 2009, Vol. 195, pp.420-426

⁴ Abstinence education meets the two-prong goal of lowering unexpected pregnancies and sexually transmitted diseases. While going through a process of emotional growth in adolescence, teens frequently get involved in risky sexual behaviors that expose them to unexpected pregnancy and sexually transmitted infections. Researchers have found that abstinence-only sex education intervention programs are effective in the prevention of unintended adolescent pregnancies. "Adolescent Pregnancy Prevention: An Abstinence-Centered Randomized Controlled Intervention in a Chilean Public High School", *Journal of Adolescent Health*, 2005, pp. 64-69. Promising programs to improve reproductive health outcomes include those that focus on early childhood investments, that involve teens in school and in outside activities (including youth development in combination with sexuality education and community volunteer learning), and those that send nurses to visit teenage mothers, which reduce their chances of becoming pregnant again. "Preventing Teenage Pregnancy,

Childbearing, and Sexually Transmitted Diseases: What Research Shows", *Child Trends Research Brief*, May 2002, pp. 1-10. True abstinence education programs help young people to develop an understanding of commitment, fidelity, and intimacy that will serve them well as the foundations of healthy marital life in the future. Abstinence education programs have repeatedly been shown to be effective in reducing sexual activity among their participants. "The Effectiveness of Abstinence Education Programs in Reducing Sexual Activity Among Youth", *The Heritage Foundation*, April 8, 2002, pp. 1-12. The Institute for Research and Evaluation conducted more than 100 evaluations of abstinence education interventions in 30 states over the past 15 years and found that well-designed and well-implemented abstinence education programs can reduce teen sexual activity by as much as one-half over a period of one to two years. *Abstinence" or "Comprehensive" Sex Education?* The Institute for Research and Evaluation, 2007.

The Birth Control Pill, Norplant, IUD, diaphragm, cervical cap, sponge, Depo-Provera and spermicides do not protect against STDs. "Preventing STDs," Wills, Judith Levine, *FDA Consumer*, Publication No. (FDA) 94-1210, June 1993. Latex Condoms may reduce but cannot eliminate the risks of contracting STDs. "Sexually Transmitted Diseases", Nestor, Lynn Paige, MSN, and O'Connell, Michelle Brott, BSN, *U.S. Department of Health & Human Services, Public Health Service*. U.S. Food and Drug Administration tests designed to measure the leakage of viral particles through latex condoms reveal significant leakage of HIV-sized particles under some conditions for one-third of the condoms tested. *Sexually Transmitted Diseases*, July - August, 1992, 194, 230-234. A U.S. government study revealed no proof that condoms prevent the transmission of the most common sexually transmitted infections, including gonorrhea, chlamydial infection, trichomoniasis, genital herpes, syphilis, chancroid, and HPV-associated diseases. "Workshop Summary: Scientific Evidence of Condom Effectiveness for Sexually Transmitted Disease (STD) Prevention," *National Institutes of Allergy and Infectious Diseases, National Institutes of Health, Department of Health and Human Services*. July 20, 2001. There's no absolute guarantee that a person won't get a sexually transmitted disease even when using a condom.

<http://www.fda.gov/ForConsumers/byAudience/ForPatientAdvocates/HIVandAIDSactivities/ucm126372.htm> accessed 5/31/12 Page Last Updated: 07/22/2010

A large number of teens and some adults may be engaging in oral sex to prevent pregnancy and sexually transmitted diseases. However, a report from the National Center for Health Statistics (a division of the CDC) cited evidence that HIV, gonorrhea, Chlamydia, chancroid, and syphilis can all be transmitted through oral sex. "Oral Sex is Common Among Teens to Prevent STDs and Pregnancy", *MedPage Today*, September 16, 2005, pp. 1-4. Herpes, gonorrhea, syphilis, hepatitis A, B, and C, and HIV all can be transmitted through oral sex. <http://teens.webmd.com/rm-quiz-safe-sex> accessed 5/31/12 Page last Reviewed by Brunilda Nazario, MD on August 26, 2011.

When compared to teens that are not sexually active, teenage boys and girls who are sexually active are significantly less likely to be happy and more likely to feel depressed. Also, when compared to teens that are not sexually active, teenage boys and girls who are sexually active are significantly more likely to attempt suicide. "Sexually Active Teenagers Are More Likely to be Depressed and to Attempt Suicide", *The Heritage Foundation*, June 2, 2003, pp. 1-8.

Females with a history of casual sex report most depressive symptoms. For females, as the number of sexual partners increase, depressive symptoms increase as well. *No Strings Attached: The Nature of Casual Sex in College Students*, *The Journal of Sex Research*, Vol. 43, No. 3, August 2006, pp. 255-267. STDs are one of the most critical health challenges facing the nation today.

A CDC study estimated that 1 in 4 (26%) young women between the ages of 14-19 years old in the United States are infected with at least one of the most common sexually transmitted diseases. Nationally Representative CDC Study Finds 1 in 4 Teenage Girls Has a Sexually Transmitted Disease, *2008 National STD Prevention Conference*, Press Release, March 11, 2008.

Exhibit 3

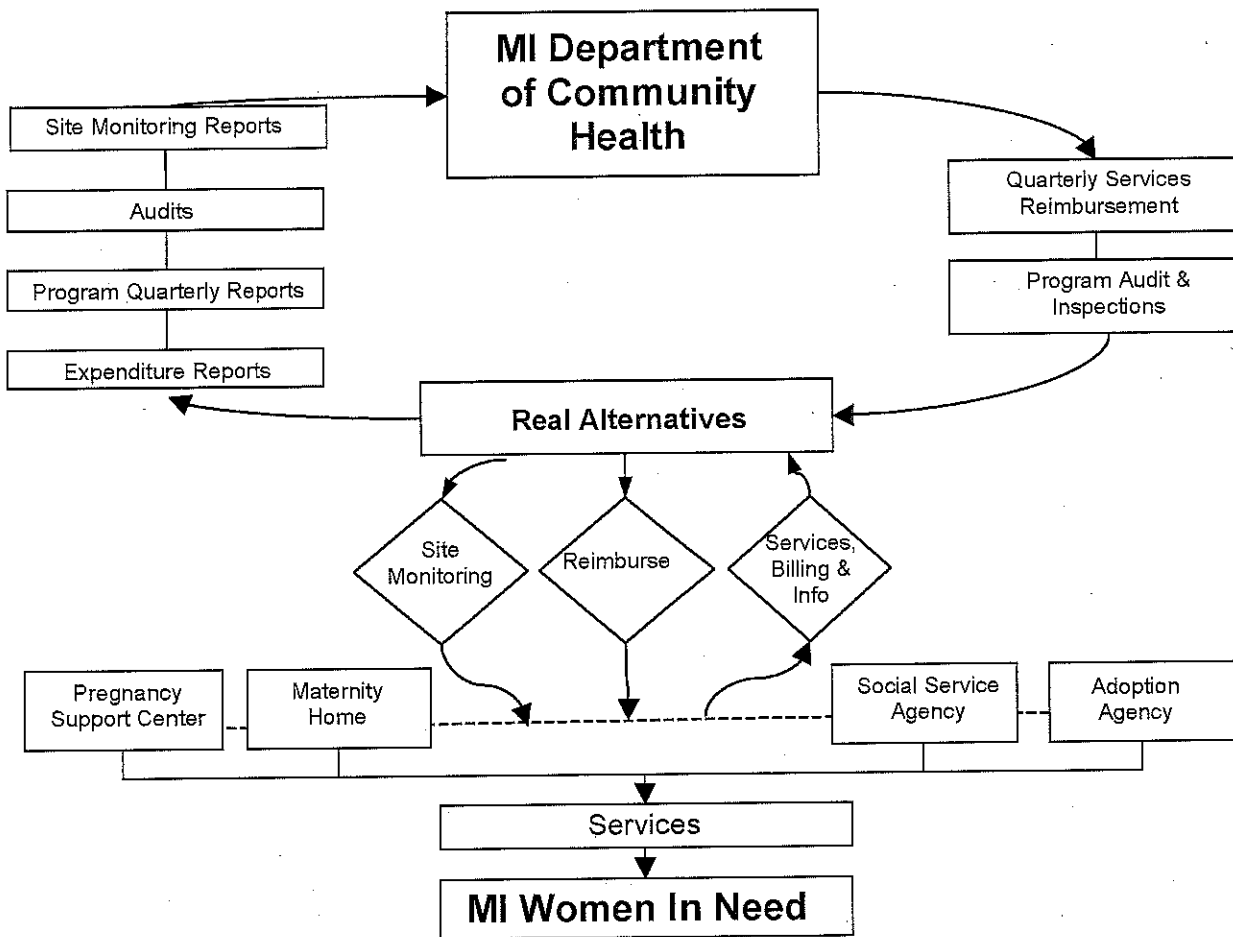


EXHIBIT B

REAL ALTERNATIVES
FINANCIAL STATEMENTS
WITH SUPPLEMENTARY INFORMATION
YEARS ENDED JUNE 30, 2015 AND 2014
AND
INDEPENDENT AUDITOR'S REPORT



McKONLY & ASBURY

REAL ALTERNATIVES

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MEMBERS

AMERICAN AND PENNSYLVANIA
INSTITUTES OF CERTIFIED PUBLIC
ACCOUNTANTS

INDEPENDENT AUDITOR'S REPORT

The Board of Directors
Real Alternatives
Harrisburg, Pennsylvania

Report on the Financial Statements

We have audited the accompanying financial statements of Real Alternatives (a nonprofit organization), which comprise the statements of financial position as of June 30, 2015 and 2014, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Real Alternatives as of June 30, 2015 and 2014, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Office of Management and Budget Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*, and the statements of invoiced revenue and expenditures for each state pregnancy and parenting support services program and other supplementary information on pages 17-29, are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated January 15, 2016, on our consideration of Real Alternatives' internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Real Alternatives' internal control over financial reporting and compliance.

McKonly & Asbury, LLP

Camp Hill, Pennsylvania
January 15, 2016

REAL ALTERNATIVES
STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2015 AND 2014

ASSETS

	<u>2015</u>	<u>2014</u>
Cash and cash equivalents	\$ 1,701,182	\$ 1,494,136
Accounts receivable	318,393	49,237
Accounts receivable - SP Advances	33,500	-
Prepaid expenses and other receivables	4,546	4,642
Inventories	<u>61,890</u>	<u>110,966</u>
Total current assets	<u>2,119,511</u>	<u>1,658,981</u>
Equipment, furniture, and fixtures (net of accumulated depreciation of \$217,300 and \$192,500)	<u>79,749</u>	<u>80,275</u>
Total assets	<u><u>\$ 2,199,260</u></u>	<u><u>\$ 1,739,256</u></u>

LIABILITIES AND NET ASSETS

Accounts payable	\$ 1,562,036	\$ 1,110,632
Line of credit	22,150	33,478
Accrued expenses	28,215	21,789
Deferred contract revenue - MDCH Grant	<u>116,666</u>	<u>116,666</u>
Total current liabilities	<u>1,729,067</u>	<u>1,282,565</u>
Net assets		
Unrestricted	<u>470,193</u>	<u>456,691</u>
Total net assets	<u>470,193</u>	<u>456,691</u>
Total liabilities and net assets	<u><u>\$ 2,199,260</u></u>	<u><u>\$ 1,739,256</u></u>

The accompanying notes are an integral
part of these financial statements.

REAL ALTERNATIVES
STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2015

	Unrestricted	Temporarily Restricted	Total
Revenues, gains, and other support			
Contributions	\$ 12,680	\$ 4,551	\$ 17,231
Pennsylvania Division Revenue			
Pregnancy & Parenting Support Services - DHS Grant	6,694,000	-	6,694,000
Program Development and Advancement Fee	174,792	-	174,792
Michigan Division Revenue			
Michigan Pregnancy & Parenting Support Svcs - MDCH Grant	340,917	-	340,917
Program Development and Advancement Fee	4,702	-	4,702
Indiana Division Revenue			
Indiana Pregnancy & Parenting Support Svcs - ISDH Grant	701,049	-	701,049
Program Development and Advancement Fee	18,033	-	18,033
National Division Revenue			
Program Use Fee	10,000	-	10,000
Contracted Services Revenue	10,048	-	10,048
Interest income	5,009	-	5,009
Other income	2,992	-	2,992
Net assets released from restrictions	4,551	(4,551)	-
	<u>7,978,773</u>	<u>-</u>	<u>7,978,773</u>
Total revenues, gains, and other support			
	<u>7,978,773</u>	<u>-</u>	<u>7,978,773</u>
Expenses			
Program Services			
Pennsylvania Division			
DHS Grant, net of PA Program fundraising expense of \$267	6,740,369	-	6,740,369
Michigan Division			
MDCH Grant - Michigan Division	344,034	-	344,034
Indiana Division			
ISDH Grant - Indiana Division	688,042	-	688,042
National Division			
Services to Other State Programs	58,495	-	58,495
Prevention Programs	53,511	-	53,511
Supporting Services, Management & General	80,029	-	80,029
Fundraising	791	-	791
	<u>7,965,271</u>	<u>-</u>	<u>7,965,271</u>
Total expenses			
	<u>7,965,271</u>	<u>-</u>	<u>7,965,271</u>
Change in net assets	13,502	-	13,502
Net assets, beginning of year	456,691	-	456,691
Net assets, end of year	<u>\$ 470,193</u>	<u>\$ -</u>	<u>\$ 470,193</u>

The accompanying notes are an integral
part of these financial statements.

REAL ALTERNATIVES
STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2014

	Unrestricted	Temporarily Restricted	Total
Revenues, gains, and other support			
Contributions	\$ 10,925	\$ 16,551	\$ 27,476
Pennsylvania Division Revenue			
Pregnancy & Parenting Support Services - DPW Grant	6,544,000	-	6,544,000
Program Development & Advancement Fee	164,707	-	164,707
Michigan Division Revenue			
Michigan Pregnancy & Parenting Support Svcs - MDCH Grant	79,751	-	79,751
Program Development and Advancement Fee	66	-	66
National Division Revenue			
Program Use Fee	58,212	-	58,212
Contracted Services Revenue	22,623	-	22,623
Interest income	4,108	-	4,108
Other income	4,452	-	4,452
Net assets released from restrictions	16,551	(16,551)	-
Total revenues, gains, and other support	6,905,395	-	6,905,395
Expenses			
Program Services			
Pennsylvania Division			
DPW Grant, net of PA Program fundraising expense of \$394	6,450,339	-	6,450,339
Michigan Division			
MDCH Grant - Michigan Division	69,384	-	69,384
National Division			
Services to Other State Programs	81,362	-	81,362
Prevention Programs	56,549	-	56,549
Supporting Services, Management & General	79,516	-	79,516
Fundraising	394	-	394
Total expenses	6,737,544	-	6,737,544
Change in net assets	167,851	-	167,851
Net assets, beginning of year	288,840	-	288,840
Net assets, end of year	\$ 456,691	\$ -	\$ 456,691

The accompanying notes are an integral
part of these financial statements.

REAL ALTERNATIVES

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED JUNE 30, 2015

	Program Services										Supporting Services				
	Pennsylvania Division					Indiana Division					National Division				
	DHS Administrative	DHS Project Services	DHS Fund-raising	Total DHS	MDCDH Administrative	MDCDH Project Services	MDCDH Total	ISDHS Administrative	ISDHS Project Services	Total ISDHS	Services to Other State Programs	Prevention Programs	Support Management and General	Fundraising	Total
Salaries, wages, and benefits															
Salaries and wages	\$ 255,124	\$ 209,977	\$ -	\$ 465,101	\$ 19,093	\$ 19,615	\$ 38,708	\$ 32,671	\$ 17,986	\$ 50,657	\$ 43,065	\$ 19,895	\$ 49,167	\$ 332	\$ 666,925
Unused sick leave paid	3,662	1,801	-	5,463	516	254	770	458	225	683	310	165	457	-	7,848
Payroll taxes	21,054	18,792	-	39,846	1,125	1,570	2,695	1,851	1,213	3,064	1,665	1,580	2,461	5	51,316
Health and group life insurance	60,522	34,491	-	95,013	5,742	3,327	9,069	6,202	3,561	9,763	6,422	1,815	7,168	59	129,309
Workers' compensation	1,410	1,128	2	2,540	95	76	171	94	75	169	97	123	104	1	3,205
Employee drug screening	66	132	-	198	-	-	-	-	-	-	-	-	-	-	198
Total salaries, wages, and benefits	341,838	266,321	2	608,161	26,571	24,842	51,413	41,276	23,060	64,336	51,559	23,578	59,357	397	858,801
Professional development															
Consulting	4,235	-	-	4,235	210	-	210	315	-	315	118	359	77	-	5,314
Postage/shipping	13,336	14,381	-	27,717	472	5,655	6,127	766	6,855	7,621	1,981	-	1,500	-	44,946
Auditing	3,404	-	136	3,540	451	-	451	575	-	575	85	120	276	100	5,147
Travel/lodging	16,641	-	11	16,652	1,119	-	1,119	1,108	-	1,108	634	806	677	5	21,001
Office rent	21	5,504	-	5,525	-	6	6	-	1,448	1,448	140	1,242	838	-	9,199
Telephone/fax	50,710	-	34	50,744	3,397	-	3,397	3,334	-	3,334	1,963	2,432	2,063	13	63,946
Property/liability insurance	10,084	-	6	10,090	748	-	748	855	-	855	770	518	608	5	13,594
Directors/officers liability insurance	2,454	-	2	2,456	165	-	165	165	-	165	94	119	100	1	3,100
Office supplies	5,862	-	4	5,866	395	-	395	396	-	396	221	284	239	2	7,403
Service contracts	15,741	-	-	15,741	1,801	-	1,801	1,328	-	1,328	29	128	1,553	-	20,580
Information/training	2,167	-	1	2,168	144	-	144	149	-	149	68	105	83	-	2,717
Advertising	-	935	-	935	-	6,545	6,545	-	162	162	-	1,302	-	-	8,944
Meetings/seminars	-	114,482	-	114,482	-	34,888	34,888	-	54	54	702	22,355	(2,733)	-	169,748
Minor Equipment	-	6,831	-	6,831	-	-	-	-	-	-	-	-	6,416	-	13,247
Client Services-Counseling	-	100	-	100	-	-	-	-	-	-	-	-	-	-	100
Toll-free referral system	-	5,816,808	-	5,816,808	-	231,242	231,242	-	601,112	601,112	-	-	-	-	6,649,162
Pregnancy test kits	-	4,795	-	4,795	-	232	232	-	226	226	131	163	138	1	5,686
403b contribution	-	34,749	-	34,749	-	665	665	-	-	-	-	-	-	-	35,414
Fundraising	9,814	5,555	-	15,369	507	397	904	901	417	1,318	-	-	5,863	-	23,454
Prior year service provider reimbursements returned to DPW	-	-	71	71	-	-	-	-	-	-	-	-	-	-	71
Miscellaneous	-	(21,103)	-	(21,103)	-	-	-	-	-	-	-	-	-	-	(21,103)
Total expenses before depreciation	476,307	6,249,358	267	6,725,932	35,980	304,472	340,452	51,168	633,334	684,502	58,495	53,511	77,055	524	7,940,471
Depreciation expense	14,704	-	-	14,704	12	3,570	3,582	12	3,528	3,540	-	-	2,974	-	24,800
Total functional expenses	\$ 491,011	\$ 6,249,358	\$ 267	\$ 6,740,636	\$ 35,992	\$ 308,042	\$ 344,034	\$ 51,180	\$ 636,862	\$ 688,042	\$ 58,495	\$ 53,511	\$ 80,029	\$ 524	\$ 7,965,271

The accompanying notes are an integral part of these financial statements.

REAL ALTERNATIVES

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED JUNE 30, 2014

	Program Services										Support Management and General	Total
	Pennsylvania Division			Michigan Division				National Division				
	DPW Administrative	DPW Project Services	DPW Fund-Raising	Total DPW	MDCH Administrative	MDCH Project Services	Total MDCH	Services to Other State Programs	Prevention Programs			
Salaries, wages, and benefits	\$ 271,714	\$ 207,467	\$ 12	\$ 479,193	\$ 22,132	\$ 16,072	\$ 38,204	\$ 55,564	\$ 23,676	\$ 50,820	\$ 647,457	
Salaries and wages	5,203	2,829	7	8,039	(29)	72	43	617	258	496	9,453	
Unused sick leave paid	22,478	17,108	1	39,587	1,405	1,198	2,603	2,382	2,209	2,780	49,561	
Payroll taxes	57,542	44,884	44	102,470	3,698	2,871	6,569	6,058	1,963	5,491	122,551	
Health and group life insurance	1,597	1,328	3	2,928	79	63	142	145	167	133	3,515	
Workers' compensation	80	-	-	80	-	-	-	-	-	-	80	
Employee drug screen	-	-	-	-	-	-	-	-	-	500	500	
Job advertising	-	-	-	-	-	-	-	-	-	-	-	
Total salaries, wages, and benefits	358,614	273,616	67	632,297	27,285	20,276	47,561	64,766	28,273	60,220	833,117	
Professional development	5,965	-	-	5,965	-	-	-	-	-	90	6,055	
Consulting	47,292	7,692	-	54,984	1,733	6,885	8,618	9,332	-	2,934	75,868	
Postage/shipping	2,994	-	131	3,125	119	-	119	-	400	26	3,670	
Auditing	17,071	-	18	17,089	848	-	848	837	960	767	20,501	
Travel/lodging	144	4,335	-	4,479	309	1,788	2,097	1,184	1,314	918	9,992	
Office rent	51,342	-	54	51,396	2,470	-	2,470	2,556	2,932	2,318	61,672	
Telephone/fax	8,717	-	8	8,725	504	-	504	896	551	588	11,264	
Property/liability insurance	2,261	-	2	2,263	109	-	109	112	129	102	2,715	
Directors/officers liability insurance	5,877	-	6	5,883	284	-	284	291	335	266	7,059	
Office supplies	19,357	-	-	19,357	995	-	995	571	249	(187)	20,985	
Service contracts	2,143	-	1	2,144	96	-	96	107	111	96	2,554	
Information/training	-	41,933	-	41,933	-	-	-	-	689	-	42,622	
Advertising	-	44,830	-	44,830	-	-	-	542	20,408	156	65,936	
Meetings/seminars	-	7,070	-	7,070	-	-	-	-	-	3,504	10,574	
Client Services-RA DPW	-	5,486,781	-	5,486,781	-	3,084	3,084	-	-	-	5,489,865	
Toll-free referral system	-	4,996	4	5,000	-	168	168	168	198	157	5,691	
Pregnancy test kits	-	36,267	-	36,267	-	11	11	-	-	-	36,278	
403b contribution	11,096	5,219	-	16,315	567	365	932	-	-	5,770	23,017	
Fundraising	-	-	103	103	-	-	-	-	-	-	103	
Prior year service provider reimbursements returned to DPW	-	(4,689)	-	(4,689)	-	-	-	-	-	-	(4,689)	
Miscellaneous	-	-	-	-	-	-	-	-	-	38	38	
Total expenses before depreciation	532,873	5,908,050	394	6,441,317	35,319	32,577	67,896	81,362	56,549	77,763	6,724,887	
Depreciation expense	9,416	-	-	9,416	1,488	-	1,488	-	-	1,753	12,657	
Total functional expenses	\$ 542,289	\$ 5,908,050	\$ 394	\$ 6,450,733	\$ 36,807	\$ 32,577	\$ 69,384	\$ 81,362	\$ 56,549	\$ 79,516	\$ 6,737,544	

The accompanying notes are an integral part of these financial statements.

REAL ALTERNATIVES

STATEMENTS OF CASH FLOWS

YEARS ENDED JUNE 30, 2015 AND 2014

	<u>2015</u>	<u>2014</u>
Cash flows from operating activities		
Change in net assets	\$ 13,502	\$ 167,851
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation	24,800	12,657
(Increase) decrease in		
Accounts receivable	(302,656)	(48,588)
Prepaid expenses and other receivables	96	789
Inventories	49,076	(89,115)
Increase (decrease) in		
Accounts payable	451,404	(67,996)
Accrued expenses	6,426	698
Deferred contract revenue	-	116,666
	<u>242,648</u>	<u>92,962</u>
Net cash provided by operating activities		
Cash flows from investing activities		
Purchase of equipment	<u>(24,274)</u>	<u>(50,149)</u>
	<u>(24,274)</u>	<u>(50,149)</u>
Net cash used in investing activities		
Cash flows from financing activities		
Net change in line of credit	<u>(11,328)</u>	<u>33,478</u>
	<u>(11,328)</u>	<u>33,478</u>
Net cash provided by (used in) financing activities		
Increase in cash	207,046	76,291
Cash and cash equivalents - beginning	<u>1,494,136</u>	<u>1,417,845</u>
Cash and cash equivalents - ending	<u><u>\$ 1,701,182</u></u>	<u><u>\$ 1,494,136</u></u>

The accompanying notes are an integral part of these financial statements.

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

1. NATURE OF ACTIVITIES

Real Alternatives (the Organization) exists to provide life-affirming alternatives to abortion services throughout the nation. These compassionate support services empower women to protect their reproductive health, avoid crisis pregnancies, choose childbirth rather than abortion, receive adoption education, and improve parenting skills.

In the Pennsylvania Program, the Organization acts as the statewide administrator for the Pennsylvania Pregnancy and Parenting Support Service Program funded by the Commonwealth of Pennsylvania Department of Human Services (DHS) to provide alternatives to abortion services to eligible clients to empower women to be able to choose childbirth over abortion. Under the contract, the Organization receives reimbursements on a monthly basis for expenses incurred in carrying out the provisions of the contract. The Organization receives funding from the U.S. Department of Health and Human Services (HHS) through its Temporary Assistance for Needy Families (TANF) program. The money is passed through from HHS to DHS and then received by the Organization. The Organization also received funds from private donors during the 2014/2015 and 2013/2014 fiscal years to supplement the funds received from DHS to support the pregnancy & parenting support services program. The funds received from the fundraising effort were \$4,505 and \$16,816 for the years ending June 30, 2015 and 2014, respectively.

Under the National Division, the Organization continued its various agreements with the Texas Pregnancy Care Network (TPCN), a Texas nonprofit organization, through August 31, 2014. TPCN started the Alternatives to Abortion Program modeled after the program developed and administered by Real Alternatives in the year ending June 30, 2006. Under these agreements, Real Alternatives received payments for assisting TPCN in administering the Texas program. As part of the agreement, Real Alternatives received monthly payments from TPCN for program support services recorded as contracted services revenue.

Real Alternatives also received monthly payments from TPCN resulting from the grant of a license to use the Real Alternatives RAPID system to accomplish the Texas program mission. The income was recorded as program use fee.

The Organization entered into a contract with the State of Michigan to administer an alternatives to abortion program funded in the amount of \$700,000 through the Michigan Department of Community Health in the central and southern part of the state, and it is known as the "Michigan Pregnancy and Parenting Support Services Program." The contract effective October 1, 2013, was extended to September 30, 2016, by the state of Michigan and at the same time was increased by additional \$800,000. The program is very similar to the Pennsylvania program; however, it is funded fully with state funds and no TANF money. Under the contract, the Organization receives reimbursements on a monthly basis for expenses incurred in carrying out the provisions of the contract. Start-up expenses were incurred by the Organization after the contract was signed on December 13, 2013. The first Service Provider Services Rendered Form was submitted in mid-June 2014.

(continued)

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

The Organization also entered into a contract with the State of Indiana to administer an alternatives to abortion program funded at \$1,000,000 through the Indiana State Department of Health in the northern part of the state, and it is known as the “Indiana Pregnancy and Parenting Support Services Program.” The contract was effective October 1, 2014, and it was renewed at the end of the first year in the amount of \$3,500,000 to continue through September 30, 2016. The program is very similar to the Pennsylvania and Michigan programs; however, it is funded fully with TANF money and no state funds. Under the contract, the Organization receives reimbursements on a monthly basis for expenses incurred in carrying out the provisions of the contract. Start-up expenses were incurred by the Organization after the contract was signed on September 26, 2014. The first Service Provider Services Rendered Form was submitted in mid November 2014.

Real Alternatives continues to consult with other states interested in starting government funded pregnancy & parenting support services in their state.

In addition, Real Alternatives continued to publish and advertise the Concerned Parents Report website, www.concernedparents.com. Concerned Parents Report is a national internet publication of the Organization dedicated to reporting information and imparting knowledge to parents so that they can empower their children to make the healthiest choice for their reproductive health – living a chaste lifestyle. During fiscal year 2014/2015, 13,392 individuals throughout the world viewed health information and studies on 29,930 web pages.

In fiscal year 2014/2015, Real Alternatives continued to publish updated health information on its LoveFacts.org website. The organization promotes chastity, through the LoveFacts.org website, as the best way to prevent sexually transmitted diseases and unexpected pregnancies. The organization educates high school and college students about the importance of living a chaste lifestyle at many national conferences. Real Alternatives again sponsored the Students for Life of America Annual Conference in the Washington D.C. area attended by nearly 2,500 students from around the country. While at the conference, Real Alternatives staff were presenters at the SFLA High School Leadership Summit. At the presentation, students were presented the latest sexual health information and how they can promote chaste living using the information published on the Organization’s LoveFacts.org website.

Real Alternatives partnered with another program of Students for Life America, Medical Students for Life, to educate medical students about the benefits of chastity in avoiding sexually transmitted diseases and unexpected pregnancies. Over 400 medical students in 13 universities across the United States received this information on the LoveFacts.org website. The Organization again sponsored the Love and Fidelity Network Annual Conference, “Sexuality, Integrity and the University” at Princeton University. This event was attended by nearly 400 students representing 34 colleges from the around the country who received information on the LoveFacts.org website. The Organization again sponsored the Cardinal O’Conner Conference on Life at Georgetown University. It is the largest student run pro-life conference in the country with over 500 students attending this event.

For the LoveFacts.org website overall, in 2014/2015, 9,287 individuals viewed the health information and studies on 26,719 web pages.

(continued)

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

2. SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting.

Basis of Presentation

The Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. Accordingly, net assets of Real Alternatives and changes therein are classified and reported as follows:

Unrestricted net assets are not restricted by donors, or the donor-imposed restrictions have expired.

Temporarily restricted net assets contain donor-imposed restrictions that permit the Organization to use or expend the assets as specified. The restrictions are satisfied either by the passage of time or by actions of the Organization.

Permanently restricted net assets consist of property contributed which contain donor-imposed restrictions that stipulate the resources be maintained permanently but permit the Organization to use, or expend part or all of the income derived from, the donated assets for specified purposes.

Revenue and Support Recognition

The Organization recognizes contract revenues in the statements of activities to the extent that expenses have been incurred for the purpose specified by DHS or the state agency during the period. In applying this concept, the legal and contractual requirements of the appropriate state grant are used as guidance.

Contributions received by the Organization are recorded as unrestricted, temporarily restricted, or permanently restricted support. This requirement is dependent on the existence and/or nature of any donor restrictions. All other donor-restricted support is reported as an increase in temporarily restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions.

Cash Equivalents

Real Alternatives considers all unrestricted, highly liquid deposits to be cash equivalents.

Accounts Receivable

No allowances for uncollectible accounts receivable are deemed necessary as of June 30, 2015 and 2014.

(continued)

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

Inventories

Inventories are stated at the lower of cost or market.

Equipment, Furniture, and Fixtures

Purchases of equipment, furniture, and fixtures having a unit cost of \$600 or more are capitalized at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is computed using the straight-line method over the estimated useful lives of the assets ranging from three to five years.

Upon cancellation or termination of the PA Pregnancy and Parenting Support Services contracts, disposition of personal property with a remaining useful life that was purchased with DHS funds is subject to certain contract provisions. Specifically, those provisions permit the Organization, with approval from DHS, to transfer such property to another contractor designated by DHS or to reimburse DHS for the remaining life of the property, as determined by DHS, if the Organization wishes to retain or sell such property. Net property purchased and capitalized with DHS funds amounted to \$52,705 and \$60,149 as of June 30, 2015 and 2014.

The state of Michigan reserves the right to retain or transfer title to all items of equipment having a unit acquisition cost of \$5,000 or more to the extent that Michigan's proportionate interest in such equipment supports such retention or transfer of title. Net property purchased and capitalized with Michigan funds amounted to \$7,296 as of June 30, 2015.

Equipment purchased to support the contract with Indiana was done in accordance with TANF regulations per OMB Circular A-110. Net property purchased and capitalized with Indiana funds amounted to \$13,008 as of June 30, 2015.

Deferred Contract Revenue

Any funds received in advance of incurring eligible expenses are accounted for as deferred revenue in the statements of financial position.

Expense Allocation

The costs of providing various programs and other activities have been summarized on a functional basis in the Statements of Activities and in the Statements of Functional Expenses. The costs related to various state contracts have been summarized according to budget categories established by the appropriate state agency.

Income Taxes

The Organization's operations are exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code.

(continued)

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

The Organization adheres to the provisions of Financial Accounting Standards Board (FASB) Codification 740, *Income Taxes* (ASC 740). ASC 740 establishes rules for recognizing and measuring tax positions taken in an income tax return, including disclosures of uncertain tax positions (UTPs). ASC 740 mandates that organizations evaluate all material income tax positions for periods that remain open under applicable statutes of limitation, as well as positions expected to be taken in future returns. The UTP rules then impose a recognition threshold on each tax position. A company can recognize an income tax benefit only if the position has a “more likely than not” (i.e., more than 50 percent) chance to being sustained on the technical merits. For the years ended June 30, 2015 and 2014, the Organization has taken no material tax positions on their applicable tax filings that do not meet the more likely than not threshold. As a result, no amount for uncertain tax positions has been included in the financial statements. The Organization believes it is no longer subject to income tax examinations for the fiscal years prior to the year ended June 30, 2012.

Advertising Costs

The Organization follows the policy of charging the costs of communicating advertising to expense at the time the advertising takes place. Production advertising costs, when applicable, are charged to expense the first time the advertising takes place. Advertising expense for the Pennsylvania Pregnancy and Parenting Support Services program was \$114,482 and \$44,830 for the years ended June 30, 2015 and 2014. Expense for the Michigan program was \$34,888 for the year ended June 30, 2015. Expense for the Indiana program was \$54 for the year ended June 30, 2015.

Service Provider Adjustments

In the normal course of operations, adjustments may be made to current or prior year amounts paid to service providers. These adjustments, which may be material, are the results of the application of monitoring procedures, audit procedures, government agency audits, or the results of the final close out procedures for any given contract year. For prior year periods, these adjustments may result in amounts to be returned to the appropriate state agency. The effects of current year service provider adjustments, prior period service provider adjustments, and any amounts returned to the appropriate state agency are reflected in the statements of activities when determined.

Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Subsequent Events

Management evaluated subsequent events through January 15, 2016, the date the financial statements were available to be issued.

(continued)

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

3. EQUIPMENT, FURNITURE, AND FIXTURES

Equipment, furniture, and fixtures consist of the following at June 30, 2015 and 2014:

	2015	2014
Equipment	\$ 209,029	\$ 184,755
Furniture and fixtures	29,333	29,333
Software	58,687	58,687
	297,049	272,775
Less accumulated depreciation and amortization	(217,300)	(192,500)
Net book value	\$ 79,749	\$ 80,275

Depreciation and amortization expense for the years ended June 30, 2015 and 2014, totaled \$24,800 and \$12,657.

4. LEASE

The Organization currently leases office space under a lease that expired June 30, 2015. The organization was operating under a month to month lease until the Pennsylvania budget was finalized for fiscal year July 2015 to June 2016. Anticipated future lease renewals are dependent on funding from the Commonwealth of Pennsylvania. Future minimum payments required under the lease should be \$61,476 for the year ended June 30, 2016. Total rent expense was \$61,808 and \$60,312 for the years ended June 30, 2015 and 2014.

5. CONTRACTED SERVICES REVENUE

Revenue from TPCN totaled \$10,048 and \$22,623 for the years ended June 30, 2015 and 2014.

6. CONCENTRATION OF RISK

Cash

The Organization maintains its cash in bank accounts held by high credit quality institutions. Deposits at these institutions are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. The balance of the cash was not insured or collateralized in the Organization's name, but was collateralized in accordance with Commonwealth of Pennsylvania Act 72 which requires the credit institution to pool collateral for all deposits and have the collateral held by an approved custodian in the institution's name.

(continued)

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

Contract Revenue

The Organization receives a substantial amount of its support from DHS. A significant reduction in the level of this support, if it were to occur, would have a significant effect on the Organization's program and activities. Grant support from the DHS amounted to \$6,694,000 and \$6,544,000 for the years ended June 30, 2015 and 2014. During those years, \$1,000,000 each year was from the Health and Human Services TANF block grant to the Commonwealth of Pennsylvania.

For the year ended June 30, 2015, the money received was for the third year of a five year grant agreement with The Department of Human Services totaling \$30,216,440. The term of the grant is for July 1, 2012, through June 30, 2017, with two additional optional one-year renewal periods.

Grant support from the Michigan Department of Community Health amounted to \$700,000 of state funds for the period of October 1, 2013, to September 30, 2015, of which \$340,917 and \$79,751 was earned during the year ended June 30, 2015 and 2014, respectively

Grant support from Indiana Department of Health amounted to \$1,000,000 of TANF funds for the year ending September 30, 2015, of which \$701,049 was earned during the year ended June 30, 2015.

7. AUDIT

The grants received by the Organization are subject to audit and verification by grantor agencies, principally DHS, MDCH and ISDH. Any disallowed costs, including costs for which the Organization has already received payment, may result in a liability of the applicable funds. The amount, if any, of costs which may be disallowed by the grantor cannot be determined at this time. However, as of the date of this report, management is unaware of any material adjustments that would be required as a result of such an audit.

The Organization was notified of an audit to be conducted by the Department of Human Services, Bureau of Financial Operations (BFO). An entrance conference was held on August 4, 2015. As of the date of this report, the BFO audit was still underway.

8. LINE OF CREDIT

Real Alternatives has engaged Metro Bank as the organization's main depository. A line of credit with Metro Bank was obtained on April 10, 2014, using the funds received under the Commonwealth of Pennsylvania Department of Human Services Grant #4100060934 as security for the line of credit. As of June 30, 2015, there was a balance of \$22,150 on the line of credit. Interest on the line of credit with Metro Bank is 4%. The line of credit is reviewed annually for renewals and extensions.

(continued)

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

9. EMPLOYEE BENEFITS

Retirement Plan

Real Alternatives sponsors a 403(b) retirement savings plan to which all eligible employees of the Organization may contribute up to the maximum allowed by law. The Organization matches these contributions dollar for dollar up to 4% of the employee's salary contributed to the plan. The Organization's contribution was \$23,454 and \$23,017 for the years ended June 30, 2015 and 2014.

10. SUBSEQUENT EVENTS

The organization's contract with the state Michigan was extended until September 30, 2016, with an additional \$800,000 added. In addition, the contract with the state of Indiana was renewed for the period October 1, 2015, to September 30, 2016, and increased to \$3.5 million dollars.

The organization's funding level with the Pennsylvania Department of Human Services was increased from \$6,694,000 to \$7,263,000, an 8.50% increase.

SUPPLEMENTARY INFORMATION

REAL ALTERNATIVES

PA PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM DHS CONTRACT NO. 4100060934

INVOICED REVENUE AND EXPENDITURES

YEAR ENDED JUNE 30, 2015

	State Actual	State Budget	State Over (Under)	TANF Actual	TANF Budget	TANF Over (Under)	Total Actual	Total Budget	Total Over (Under)
Administrative	\$ 75,712	\$ 75,712	\$ -	\$ 13,330	\$ 13,330	\$ -	\$ 89,042	\$ 89,042	\$ -
Personnel	75,425	75,425	-	13,255	13,255	-	88,680	88,680	-
President & CEO	27,474	27,474	-	4,829	4,829	-	32,303	32,303	-
Vice President of Administration	24,994	24,994	-	4,392	4,392	-	29,386	29,386	-
Assistant Director of Finance	12,960	12,960	-	2,255	2,255	-	15,215	15,215	-
Accountant	424	424	-	74	74	-	498	498	-
Bookkeeper	3,115	3,115	-	547	547	-	3,662	3,662	-
Overtime	17,908	17,908	-	3,146	3,146	-	21,054	21,054	-
Unused sick	1,199	1,199	-	211	211	-	1,410	1,410	-
Payroll taxes	51,480	51,480	-	9,042	9,042	-	60,522	60,522	-
Workers' compensation insurance	56	56	-	10	10	-	66	66	-
Employee group insurance	8,348	8,348	-	1,466	1,466	-	9,814	9,814	-
Pension contribution	3,603	3,603	-	633	633	-	4,236	4,236	-
Professional development and training									
Total personnel	302,698	302,698	-	53,190	53,190	-	355,888	355,888	-
Operating expenses									
Consulting	11,344	11,344	-	1,992	1,992	-	13,336	13,336	-
Postage/shipping	2,875	2,875	-	529	529	-	3,404	3,404	-
Auditing	14,153	14,153	-	2,488	2,488	-	16,641	16,641	-
Travel/lodging	18	18	-	3	3	-	21	21	-
Rent	43,129	43,129	-	7,581	7,581	-	50,710	50,710	-
Telephone service	8,577	8,577	-	1,507	1,507	-	10,084	10,084	-
General business liability insurance	2,087	2,087	-	367	367	-	2,454	2,454	-
Directors/owners liability insurance	4,986	4,986	-	876	876	-	5,862	5,862	-
Office expense	20,055	20,055	-	3,304	3,304	-	23,359	23,359	-
Computer upgrades	631	631	-	111	111	-	742	742	-
Resources Development	267	267	-	-	-	-	267	267	-
Total operating expenses	108,122	108,122	-	18,758	18,758	-	126,880	126,880	-
Equipment									
Equipment service contracts	1,844	1,844	-	324	324	-	2,168	2,168	-
Total administrative expenditures	412,664	412,664	-	72,272	72,272	-	484,936	484,936	-

(continued)

REAL ALTERNATIVES

PA PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM DHS CONTRACT NO. 4100060934

INVOICED REVENUE AND EXPENDITURES (Cont'd)

YEAR ENDED JUNE 30, 2015

	State Actual	State Budget	State Over (Under)	TANF Actual	TANF Budget	TANF Over (Under)	Total Actual	Total Budget	Total Over (Under)
Services									
Personnel									
Vice President of Operations	109,069	109,069	-	19,165	19,165	-	128,234	128,234	-
Contract Compliance Services	9,431	9,431	-	1,660	1,660	-	11,091	11,091	-
Services Coordinator	12,982	12,982	-	2,279	2,279	-	15,261	15,261	-
Billing Coordinator	10,068	10,068	-	1,769	1,769	-	11,837	11,837	-
Outreach Coordinator	11,695	11,695	-	2,054	2,054	-	13,749	13,749	-
Special Projects Coordinator	5,137	5,137	-	903	903	-	6,040	6,040	-
Services Assistant	2,102	2,102	-	369	369	-	2,471	2,471	-
LifeAid Hotline Counselors	18,098	18,098	-	3,180	3,180	-	21,278	21,278	-
Overtime	12	12	-	2	2	-	14	14	-
Unused sick	1,532	1,532	-	269	269	-	1,801	1,801	-
Payroll taxes	15,984	15,984	-	2,808	2,808	-	18,792	18,792	-
Workers' compensation insurance	960	960	-	169	169	-	1,129	1,129	-
Employee group insurance	29,338	29,338	-	5,153	5,153	-	34,491	34,491	-
Job Advertising	-	-	-	-	-	-	-	-	-
Employee screening	112	112	-	20	20	-	132	132	-
Pension contribution	4,725	4,725	-	830	830	-	5,555	5,555	-
Total personnel	231,245	231,245	-	40,630	40,630	-	271,875	271,875	-
Operating									
Information and training materials	796	796	-	140	140	-	936	936	-
Services advertising	52,249	52,249	-	9,177	9,177	-	61,426	61,426	-
Travel	4,682	4,682	-	822	822	-	5,504	5,504	-
Services database consulting and development	12,232	12,232	-	2,148	2,148	-	14,380	14,380	-
Meetings/seminars	5,811	5,811	-	1,021	1,021	-	6,832	6,832	-
Minor equipment reimbursement	85	85	-	15	15	-	100	100	-
Counseling reimbursement	4,949,203	4,941,436	7,767	867,603	867,030	573	5,816,806	5,808,466	8,340
Toll-free referral system	4,078	4,078	-	717	717	-	4,795	4,795	-
Total operating	5,029,136	5,021,369	7,767	881,643	881,070	573	5,910,779	5,902,439	8,340
Equipment									
Pregnancy test kits	28,722	28,722	-	6,028	6,028	-	34,750	34,750	-
Total services expenditures	5,289,103	5,281,336	7,767	928,301	927,728	573	6,217,404	6,209,064	8,340
Total administrative and services expenditures	\$ 5,701,767	\$ 5,694,000	\$ 7,767	\$ 1,000,573	\$ 1,000,000	\$ 573	\$ 6,702,340	\$ 6,694,000	\$ 8,340

* See program generated income (contributions and interest) expended (#7) of the reconciliation of cash received by PA Pregnancy & Parenting Support Services Program to Statement of Functional Expense (page 20).

REAL ALTERNATIVES

RECONCILIATION OF CASH RECEIVED BY PA PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM TO STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED JUNE 30, 2015

Cash received from PA Dept. of Human Services (DHS) by the PA Pregnancy & Parenting Support Services Program Contract No. 4100060934	\$ 6,694,000
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Adjustments due to financial records being kept according to accounting
principles generally accepted in the United States of America
(GAAP) per contract with DHS, Contract No. 4100060934

1. Expenses classified as assets and liabilities not accounted for as functional expenses under GAAP	44,695
2. Depreciation expense	14,704
3. Program development fee	-
4. Prior year service provider adjustment	-
5. Refundable advance	-
6. Contract close out costs	-
7. Program generated income (contributions and interest) expended	8,340
8. Service provider funds from prior years returned to DHS	-
9. Prior year contract revenue returned to DHS	(21,103)
10. State fundraising overhead	-

Total functional expenses for Program Services - PA Pregnancy & Parenting Support Services Program, in accordance with GAAP	<u>\$ 6,740,636</u>
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REAL ALTERNATIVES

PA PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM DHS CONTRACT NO. 4100060934

STATEMENT OF PROGRAM GENERATED INCOME AND INTEREST EARNED

YEAR ENDED JUNE 30, 2015

	<u>Additional Cash Earned Available for Program Use</u>	<u>Total Expended for Counseling Reimbursement</u>	<u>Unused Balance</u>
Interest earned	\$ 3,835	\$ 3,835	\$ -
Other funds - contributions	<u>4,505</u>	<u>4,505</u>	<u>-</u>
	<u>\$ 8,340</u>	<u>\$ 8,340</u>	<u>\$ -</u>

REAL ALTERNATIVES

MICHIGAN PREGNANCY AND PARENTING SERVICES SUPPORT PROGRAM MDCH CONTRACT NO. 20142043

INVOICED REVENUE AND EXPENDITURES

	October 1, 2013 to June 30, 2015			July 1, 2014 to June 30, 2015
	State Actual	State Budget	State Over (Under)	State Actual
Administrative				
Personnel				
President & CEO	\$ 29,505	\$ 35,000	\$ (5,495)	\$ 12,175
VP - Administration	6,923	6,923	-	5,366
Assistant Director of Finance	1,777	1,777	-	37
Accountant	2,523	2,800	(277)	1,123
Bookkeeper	1,012	1,400	(388)	908
Professional Development	210	624	(414)	210
Accrued Vacation & Sick	-	238	(238)	-
Payroll Taxes	2,533	3,830	(1,297)	1,125
Workers Compensation Insurance	174	285	(111)	95
Pension	1,074	1,950	(876)	507
Employee Group Insurance	9,440	11,000	(1,560)	5,742
Job Advertising	-	100	(100)	-
New Employee Screening	-	180	(180)	-
Total Personnel	55,171	66,107	(10,936)	27,288
Operating Expenses				
Consulting	2,205	2,520	(315)	472
Legal	-	400	(400)	-
Postage/Shipping	571	1,000	(429)	451
Auditing	1,967	2,500	(533)	1,119
Travel/Lodging	309	500	(191)	-
Rent	5,866	7,000	(1,134)	3,397
Telephone Service	1,252	1,650	(398)	748
General Business Liability Insurance	274	500	(226)	165
Insurance-Directors & Officers	678	850	(172)	395
Office Expense	3,262	4,048	(786)	2,267
Computer Resources	11,899	12,175	(276)	-
Total Operating	28,283	33,143	(4,860)	9,014
Equipment				
Equipment Service Contracts	240	500	(260)	143
Total administrative expenditures	83,694	99,750	(16,056)	36,445

(continued)

REAL ALTERNATIVES

MICHIGAN PREGNANCY AND PARENTING SERVICES SUPPORT PROGRAM MDCH CONTRACT NO. 20142043

INVOICED REVENUE AND EXPENDITURES (Cont'd)

	October 1, 2013 to June 30, 2015			July 1, 2014 to June 30, 2015
	State Actual	State Budget	State Over (Under)	State Actual
Services				
Personnel				
Vice President	25,023	25,700	(677)	11,749
Services Coordinator	2,750	5,915	(3,165)	2,750
Services Assistance	247	585	(338)	247
Service Provider Approval	3,539	5,100	(1,561)	1,028
Billing Coordinator	2,712	3,500	(788)	2,607
Service Provider Monitoring	1,210	3,000	(1,790)	1,210
Toll Free Counselor	461	845	(384)	278
Accrued Vacation & Sick	-	118	(118)	-
Payroll Taxes	2,762	3,400	(638)	1,570
Workers Compensation Insurance	139	192	(53)	76
Pension	763	1,219	(456)	397
Employee Group Insurance	6,198	7,650	(1,452)	3,327
Total Personnel	45,804	57,224	(11,420)	25,239
Operating				
Client Education Materials	6,545	6,600	(55)	6,545
Services Advertising	34,888	71,000	(36,112)	34,888
Travel	1,793	6,400	(4,607)	6
Srvc Database Consulting & Dev	12,540	13,000	(460)	5,655
Client Services	234,327	431,776	(197,449)	231,242
Toll Free Referral System	400	750	(350)	232
Contract Closeout Cost	-	10,000	(10,000)	-
Total Operating	290,493	539,526	(249,033)	278,568
Equipment				
Pregnancy Test Kits	676	3,500	(2,824)	665
Total services expenses	336,973	600,250	(263,277)	304,472
Total administrative and services expenditures	\$ 420,667	\$ 700,000	\$ (279,333)	\$ 340,917

REAL ALTERNATIVES

MICHIGAN PREGNANCY AND PARENTING SERVICES SUPPORT PROGRAM MDCH CONTRACT NO. 20142043

RECONCILIATION OF CASH RECEIVED BY MICHIGAN PREGNANCY PARENTING SUPPORT SERVICES TO STATEMENT OF FUNCTIONAL EXPENSES

PERIOD JULY 1, 2014 TO JUNE 30, 2015

Cash received from MDCH by the Michigan Pregnancy & Parenting Support Services Grant Agreement 20142043	\$ 242,180
Adjustments due to financial records being kept according to generally accepted accounting principles accepted in the United States of America (GAAP) per contract with MDCH, Contract No. 20142043	
1. Expenses classified as assets and liabilities not accounted for as functional expenses under GAAP	(465)
2. Depreciation expense	3,582
3. Expenses incurred but not reimbursed	98,737
4. Deferred MDCH Contract Revenue	-
5. GAAP Expenses not reported as program expenses	-
6. Program generated income and interest expended	-
Total functional expenses for Program Services - Michigan Pregnancy & Parenting Support Services Program, in accordance with GAAP	<u>\$ 344,034</u>

REAL ALTERNATIVES

MICHIGAN PREGNANCY & PARENTING SUPPORT SERVICES
MDCH CONTRACT NO. 20142043

STATEMENT OF PROGRAM GENERATED INCOME AND INTEREST EARNED

PERIOD JULY 1, 2014 TO JUNE 30, 2015

	<u>Additional Cash Earned Available for Program Use</u>	<u>Total Expended for Counseling Reimbursement</u>	<u>Unused Balance</u>
Interest earned	\$ 265	\$ -	\$ 265
Other funds	-	-	-
	<u>\$ 265</u>	<u>\$ -</u>	<u>\$ 265</u>

REAL ALTERNATIVES

INDIANA PREGNANCY AND PARENTING SERVICES SUPPORT PROGRAM ISDH CONTRACT NO. A70-5-041137

INVOICED REVENUE AND EXPENDITURES

OCTOBER 1, 2014 TO JUNE 30, 2015

	State Actual	State Budget	State Over (Under)
Administrative			
Personnel			
President & CEO	\$ 29,614	\$ 45,000	\$ (15,386)
VP of Administration	2,924	7,000	(4,076)
Assistant Director of Finance	196	500	(304)
Accountant	-	2,000	(2,000)
Bookkeeper	394	3,000	(2,606)
Professional Development	315	1,000	(685)
Payroll Taxes	1,851	5,000	(3,149)
Workers Compensation Insurance	94	200	(106)
Pension	901	3,000	(2,099)
Employee Group Insurance	6,202	11,000	(4,798)
Job Advertising	-	200	(200)
New Employee Screening	-	100	(100)
Total Personnel	42,491	78,000	(35,509)
Operating Expenses			
Accounting/IT/Legal/Consulting	766	6,000	(5,234)
Postage/Shipping	575	1,000	(425)
Auditing	1,108	1,935	(827)
Travel/Lodging	-	1,000	(1,000)
Rent	3,334	17,845	(14,511)
Telephone Service	855	2,715	(1,860)
General Business Liability Insurance	165	575	(410)
Insurance-Directors & Officers	396	750	(354)
Office Expense	1,794	19,880	(18,086)
Computer Resources	16,081	20,000	(3,919)
Total Operating	25,074	71,700	(46,626)
Equipment			
Equipment Service Contracts	150	300	(151)
Total administrative expenditures	67,715	150,000	(82,286)

REAL ALTERNATIVES

INDIANA PREGNANCY AND PARENTING SERVICES SUPPORT PROGRAM ISDH CONTRACT NO. A70-5-041137

INVOICED REVENUE AND EXPENDITURES (Cont'd)

OCTOBER 1, 2014 TO JUNE 30, 2015

	State Actual	State Budget	State Over (Under)
Services			
Personnel			
Vice President of Operations	12,753	25,000	(12,247)
Services Coordinator	1,188	3,000	(1,812)
Billing Coordinator	1,498	4,000	(2,502)
Services Assistance	75	2,000	(1,925)
Service Provider Approval	2,024	5,000	(2,976)
Service Provider Monitoring	202	3,000	(2,798)
Toll Free Counselor	471	2,000	(1,529)
Payroll Taxes	1,213	6,200	(4,987)
Workers Compensation Insurance	75	335	(260)
Pension	417	1,200	(783)
Employee Group Insurance	3,561	11,000	(7,439)
Total Personnel	23,477	62,735	(39,258)
Operating			
Client Education Materials	162	30,000	(29,838)
Services Advertising	54	60,000	(59,946)
Travel	1,448	10,000	(8,552)
Srvcs Database Consulting & Dev	6,855	15,000	(8,145)
Client Services	601,112	637,765	(36,653)
Toll Free Referral System	226	3,000	(2,774)
Contract Closeout Cost	-	20,000	(20,000)
Meetings/Seminars/Conference	-	4,000	(4,000)
Total Operating	609,857	779,765	(169,908)
Equipment			
Pregnancy Test Kits	-	7,500	(7,500)
Total services expenses	633,334	850,000	(216,666)
Total administrative and services expenditures	\$ 701,049	\$ 1,000,000	\$ (298,952)

REAL ALTERNATIVES

RECONCILIATION OF CASH RECEIVED BY INDIANA PREGNANCY & PARENTING SUPPORT SERVICES TO STATEMENT OF FUNCTIONAL EXPENSES

PERIOD OCTOBER 1, 2014 to JUNE 30, 2015

Cash received from ISDH by the Indiana Pregnancy & Parenting Support Services Grant Agreement A70-5-041137	\$ 486,677
Adjustments due to financial records being kept according to generally accepted accounting principles accepted in the United States of America (GAAP) per contract with ISDH, Contract No. A70-5-041137	
1. Expenses classified as assets and liabilities not accounted for as functional expenses under GAAP	(16,548)
2. Depreciation expense	3,540
3. Expenses incurred but not reimbursed	214,373
4. GAAP Expenses not reported as program expenses	-
5. Program generated income and interest expended	-
Total functional expenses for Program Services - Indiana Pregnancy & Parenting Support Services Program, in accordance with GAAP	<u>\$ 688,042</u>

REAL ALTERNATIVES

INDIANA PREGNANCY & PARENTING SUPPORT SERVICES
ISDH CONTRACT NO. A70-5-041137

STATEMENT OF PROGRAM GENERATED INCOME AND INTEREST EARNED

PERIOD OCTOBER 1, 2014 to JUNE 30, 2015

	Additional Cash Earned Available for Program Use	2015 Total Expended for Counseling Reimbursement	Unused Balance
Interest earned	\$ 30	\$ -	\$ 30
Other funds	-	-	-
	<u>\$ 30</u>	<u>\$ -</u>	<u>\$ 30</u>

REAL ALTERNATIVES

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

YEAR ENDED JUNE 30, 2015

Federal Grantor/Pass-through Grantor/Program Title	Federal CFDA Number	Federal Expenditures
U.S. Department of Health and Human Services		
Passed through Pennsylvania Department of Human Services		
Temporary Assistance for Needy Families	93.558	\$ 1,000,000
Passed through Indiana State Department of Health		
Temporary Assistance for Needy Families	93.558	<u>701,049</u>
Total expenditures of federal awards		<u>\$ 1,701,049</u>

NOTES:

1. BASIS OF PRESENTATION

The accompanying schedule of expenditures of federal awards includes the federal grant activity of Real Alternatives under programs of the federal government for the year ended June 30, 2015. The information in this schedule is presented in accordance with the requirements of the Office of Management and Budget (OMB) Circular A-133, Audits of States, Local Governments, and Non-Profit Organizations. Because the schedule presents only a selected portion of the operations of Real Alternatives, it is not intended to and does not present the financial position, changes in net assets or cash flows of Real Alternatives.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Expenditures reported on the schedule of expenditures of federal awards are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in OMB Circular A-122, Cost Principles for Non-profit Organizations, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

MEMBERS

AMERICAN AND PENNSYLVANIA
INSTITUTES OF CERTIFIED PUBLIC
ACCOUNTANTS

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

The Board of Directors
Real Alternatives
Harrisburg, Pennsylvania

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Real Alternatives (a nonprofit organization), which comprise the statement of financial position as of June 30, 2015, and the related statements of activities, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated January 15, 2016.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered Real Alternatives' internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Real Alternatives' internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

(continued)

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Real Alternatives' financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

McKonly & Asbury, LLP

Camp Hill, Pennsylvania
January 15, 2016

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INSTITUTES OF CERTIFIED PUBLIC
ACCOUNTANTS

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY *OMB CIRCULAR A-133*

The Board of Directors
Real Alternatives
Harrisburg, Pennsylvania

Report on Compliance for Each Major Federal Program

We have audited Real Alternatives' compliance with the types of compliance requirements described in the *OMB Circular A-133 Compliance Supplement* that could have a direct and material effect on each of Real Alternatives' major federal programs for the year ended June 30, 2015. Real Alternatives' major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to its federal programs.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of Real Alternatives' major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*. Those standards and OMB Circular A-133 require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal occurred. An audit includes examining, on a test basis, evidence about Real Alternatives' compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

(continued)

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of Real Alternatives' compliance.

Opinion on Each Major Federal Program

In our opinion, Real Alternatives complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2015.

Report on Internal Control Over Compliance

Management of Real Alternatives is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered Real Alternatives' internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with OMB Circular A-133, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of Real Alternatives' internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. *A material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. *A significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of OMB Circular A-133. Accordingly, this report is not suitable for any other purpose.

McKonly & Asbury, LLP

Camp Hill, Pennsylvania
January 15, 2016

REAL ALTERNATIVES

SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS

YEAR ENDED JUNE 30, 2015

Prior Year Findings

None.

REAL ALTERNATIVES

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

YEAR ENDED JUNE 30, 2015

SUMMARY OF AUDITOR'S RESULTS

1. The auditor's report expresses an unmodified opinion on the financial statements of Real Alternatives.
2. No material weaknesses were identified during the audit of the financial statements.
3. No instances of noncompliance material to the financial statements of Real Alternatives, which would be required to be reported in accordance with *Government Auditing Standards*, were disclosed during the audit.
4. No material weaknesses were identified during the audit of the major federal award programs.
5. The auditor's report on compliance for the major federal award programs for Real Alternatives expresses an unmodified opinion on all major federal programs.
6. There were no audit findings that are required to be reported in accordance with Section 510 (a) of OMB Circular A-133.
7. The program tested as a major program was:

Temporary Assistance for Needy Families (CFDA #93.558).
8. The threshold used for distinguishing between Type A and B programs was \$300,000.
9. Real Alternatives, the auditee, was determined to be a low-risk auditee.

FINDINGS – FINANCIAL STATEMENT AUDIT

None.

FINDINGS AND QUESTIONED COSTS – MAJOR FEDERAL AWARD PROGRAMS AUDIT

None.

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EXHIBIT C

REAL ALTERNATIVES
FINANCIAL STATEMENTS
WITH SUPPLEMENTARY INFORMATION
YEARS ENDED JUNE 30, 2016 AND 2015
AND
INDEPENDENT AUDITOR'S REPORT



McKONLY & ASBURY

REAL ALTERNATIVES

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REAL ALTERNATIVES

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MEMBERS

AMERICAN AND PENNSYLVANIA
INSTITUTES OF CERTIFIED PUBLIC
ACCOUNTANTS

INDEPENDENT AUDITOR'S REPORT

The Board of Directors
Real Alternatives
Harrisburg, Pennsylvania

Report on the Financial Statements

We have audited the accompanying financial statements of Real Alternatives (a nonprofit organization), which comprise the statements of financial position as of June 30, 2016 and 2015, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Real Alternatives as of June 30, 2016 and 2015, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Title 2 U.S. *Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, and other supplementary information on pages 18 through 30 are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated November 3, 2016, on our consideration of Real Alternatives' internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Real Alternatives' internal control over financial reporting and compliance.

McKonly & Asbury, LLP

Camp Hill, Pennsylvania
November 3, 2016

REAL ALTERNATIVES

STATEMENTS OF FINANCIAL POSITION

JUNE 30, 2016 AND 2015

ASSETS

	2016	2015
Cash and cash equivalents	\$ 2,243,438	\$ 1,701,182
Accounts receivable	368,012	318,393
Accounts receivable - Service Provider advances	-	33,500
Prepaid expenses and other receivables	8,603	4,546
Inventories	53,878	61,890
Total current assets	2,673,931	2,119,511
Equipment, furniture, and fixtures (net of accumulated depreciation of \$175,502 and \$217,300)	51,859	79,749
Total assets	\$ 2,725,790	\$ 2,199,260

LIABILITIES AND NET ASSETS

Accounts payable	\$ 1,426,577	\$ 1,562,036
Line of credit	29,080	22,150
Accrued expenses	27,610	28,215
Refundable advance - DHS Grant	590,603	-
Operating advance payable - MDCH Grant	116,666	116,666
Total current liabilities	2,190,536	1,729,067
Net assets		
Temporarily restricted	253	-
Unrestricted	535,001	470,193
Total net assets	535,254	470,193
Total liabilities and net assets	\$ 2,725,790	\$ 2,199,260

The accompanying notes are an integral
part of these financial statements.

REAL ALTERNATIVES
STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2016

	Unrestricted	Temporarily Restricted	Total
Revenues, gains, and other support			
Contributions	\$ 25,181	\$ 929	\$ 26,110
Pennsylvania Program Revenue			
Pregnancy & Parenting Support Services			
Program - DHS Grant	6,672,397	-	6,672,397
Program Development and Advancement Agreement	156,783	-	156,783
Michigan Program Revenue			
Pregnancy & Parenting Support Services			
Program - MDCH Grant	676,676	-	676,676
Program Development and Advancement Agreement	8,138	-	8,138
Indiana Program Revenue			
Pregnancy & Parenting Support Services			
Program - ISDH Grant	2,023,520	-	2,023,520
Program Development and Advancement Agreement	40,764	-	40,764
National Division Revenue			
Program Use Fee	-	-	-
Contracted Services Revenue	345	-	345
Interest income	1,306	3,220	4,526
Other income	4,425	-	4,425
Net assets released from restrictions	3,896	(3,896)	-
Total revenues, gains, and other support	9,613,431	253	9,613,684
Expenses			
Program Services			
Pennsylvania Pregnancy and Parenting Support Services			
Program			
DHS Grant, net of PA Program fundraising expense of \$70	6,697,035	-	6,697,035
Michigan Pregnancy and Parenting Support Services			
Program			
MDCH Grant - Michigan Program	680,540	-	680,540
Indiana Pregnancy and Parenting Support Services			
Program			
ISDH Grant - Indiana Program	2,004,339	-	2,004,339
National Division			
Services to Other State Programs	37,138	-	37,138
Prevention Programs	49,763	-	49,763
Supporting Services, Management & General	78,092	-	78,092
Fundraising	1,716	-	1,716
Total expenses	9,548,623	-	9,548,623
Change in net assets	64,808	253	65,061
Net assets, beginning of year	470,193	-	470,193
Net assets, end of year	\$ 535,001	\$ 253	\$ 535,254

The accompanying notes are an integral
part of these financial statements.

REAL ALTERNATIVES
STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2015

	Unrestricted	Temporarily Restricted	Total
Revenues, gains, and other support			
Contributions	\$ 12,680	\$ 4,551	\$ 17,231
Pennsylvania Program Revenue			
Pregnancy & Parenting Support Services Programs - DHS Grant	6,694,000	-	6,694,000
Program Development & Advancement Agreement	174,792	-	174,792
Michigan Program Revenue			
Pregnancy & Parenting Support Services Program - MDCH Grant	340,917	-	340,917
Program Development and Advancement Agreement	4,702	-	4,702
Indiana Program Revenue			
Pregnancy & Parenting Support Services Program- ISDH Grant	701,049	-	701,049
Program Development and Advancement Agreement	18,033	-	18,033
National Division Revenue			
Program Use Fee	10,000	-	10,000
Contracted Services Revenue	10,048	-	10,048
Interest income	5,009	-	5,009
Other income	2,992	-	2,992
Net assets released from restrictions	4,551	(4,551)	-
Total revenues, gains, and other support	<u>7,978,773</u>	<u>-</u>	<u>7,978,773</u>
Expenses			
Program Services			
Pennsylvania Pregnancy and Parenting Support Services Program			
DHS Grant, net of PA Program fundraising expense of \$267	6,740,369	-	6,740,369
Michigan Pregnancy and Parenting Support Services Program			
MDCH Grant - Michigan Program	344,034	-	344,034
Indiana Pregnancy and Parenting Support Services Program			
ISDH Grant - Indiana Program	688,042	-	688,042
National Division			
Services to Other State Programs	58,495	-	58,495
Prevention Programs	53,511	-	53,511
Supporting Services, Management & General	80,029	-	80,029
Fundraising	791	-	791
Total expenses	<u>7,965,271</u>	<u>-</u>	<u>7,965,271</u>
Change in net assets	13,502	-	13,502
Net assets, beginning of year	456,691	-	456,691
Net assets, end of year	<u>\$ 470,193</u>	<u>\$ -</u>	<u>\$ 470,193</u>

The accompanying notes are an integral
part of these financial statements.

REAL ALTERNATIVES

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED JUNE 30, 2016

	Program Services															Supporting Services	
	Pennsylvania Pregnancy and Parenting Support Services Program					Michigan Pregnancy and Parenting Support Services Program					Indiana Pregnancy and Parenting Support Services Program						
	DHS Administrative	DHS Project Services	DHS Fund-raising	Total DHS	MDCH Administrative	MDCH Project Services	Total MDCH	ISDH Administrative	ISDH Project Services	Total ISDH	Services to Other State Programs	National Division Prevention Programs and Health Education	Support Management and General Fundraising	Total			
Salaries, wages, and benefits	\$ 234,276	\$ 230,824	\$ -	\$ 465,100	\$ 29,104	\$ 32,607	\$ 61,711	\$ 57,683	\$ 36,529	\$ 94,182	\$ 27,047	\$ 25,715	\$ 42,388	\$ 888	\$ 717,031		
Salaries and wages	4,159	3,646	-	7,805	650	570	1,220	960	841	1,801	286	50	413	-	11,575		
Unused sick leave paid	17,448	18,395	-	35,843	1,515	2,347	3,862	2,942	2,380	5,322	1,228	1,994	2,037	53	50,339		
Payroll taxes	57,624	33,097	-	90,721	7,119	4,074	11,193	10,115	5,762	15,877	4,252	2,409	5,887	213	130,552		
Health and group life insurance	1,229	1,006	-	2,235	125	103	228	178	145	323	49	192	77	6	3,110		
Workers' compensation																	
Total salaries, wages, and benefits	314,736	286,968	-	601,704	38,513	39,701	78,214	71,848	45,657	117,505	32,862	30,360	50,802	1,160	912,507		
Professional development	3,376	-	-	3,376	912	-	912	1,303	-	1,303	-	46	558	-	6,195		
Consulting	19,690	13,358	-	33,048	1,235	2,853	4,088	2,398	4,875	7,273	-	101	582	-	45,092		
Postage/shipping	8,474	-	-	8,474	1,231	-	1,231	940	-	940	-	523	34	247	11,449		
Auditing	15,829	-	3	15,832	1,614	-	1,614	2,305	-	2,305	342	1,326	543	38	22,000		
Travel/lodging	231	4,927	-	5,158	4	1,288	1,292	4	911	915	662	365	1,061	-	9,453		
Office rent	48,095	-	10	48,105	4,974	-	4,974	7,164	-	7,164	1,050	4,190	1,667	137	67,287		
Telephone/fax	9,667	-	2	9,669	1,242	-	1,242	1,800	-	1,800	549	771	653	29	14,713		
Property/liability insurance	2,249	-	1	2,250	230	-	230	325	-	325	49	193	78	6	3,331		
Directors/officers liability insurance	5,482	-	1	5,483	560	-	560	792	-	792	120	471	190	14	7,530		
Office supplies	21,283	-	9	21,292	1,575	-	1,575	5,032	-	5,032	1,019	479	1,744	-	31,141		
Service contracts	2,495	-	1	2,496	248	-	248	359	-	359	52	197	82	5	3,439		
Information/training	-	99,312	-	99,312	-	70,362	70,362	-	87,456	87,456	-	600	-	-	257,730		
Advertising	-	557,562	-	557,562	-	167,819	167,819	-	404,310	404,310	361	9,854	2,714	-	1,142,520		
Meetings/seminars	-	9,084	-	9,084	-	-	-	-	-	-	-	-	7,533	-	16,617		
Client services-counseling	-	5,202,336	-	5,202,336	-	337,489	337,489	-	1,357,014	1,357,014	-	-	-	-	6,896,839		
Hotline referral system	-	4,373	1	4,374	-	372	372	-	608	608	72	287	114	10	5,337		
Pregnancy test kits	-	32,634	-	32,634	-	2,987	2,987	-	2,006	2,006	-	-	-	-	37,627		
403b contribution	9,345	6,912	-	16,257	760	798	1,558	1,701	739	2,440	-	-	6,753	-	27,008		
Fundraising	-	-	42	42	-	-	-	-	-	-	-	-	-	-	42		
Prior year service provider reimbursement returned to the program offices	-	(4,612)	-	(4,612)	-	-	-	-	(235)	(235)	-	-	-	-	(4,847)		
Salvage value of assets disposed of	7,676	-	-	7,676	-	-	-	-	-	-	-	-	-	-	7,676		
Total expenses before depreciation	468,628	6,212,854	70	6,681,552	53,098	623,669	676,767	95,971	1,903,341	1,999,312	37,138	49,763	75,108	1,646	9,521,286		
Depreciation expense	15,553	-	-	15,553	203	3,570	3,773	203	4,824	5,027	-	-	2,984	-	27,837		
Total functional expenses	\$ 484,181	\$ 6,212,854	\$ 70	\$ 6,697,105	\$ 53,301	\$ 627,239	\$ 680,540	\$ 96,174	\$ 1,908,165	\$ 2,004,339	\$ 37,138	\$ 49,763	\$ 78,092	\$ 1,646	\$ 9,548,623		

The accompanying notes are an integral part of these financial statements.

REAL ALTERNATIVES

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED JUNE 30, 2015

	Program Services										Supporting Services		
	Pennsylvania Pregnancy and Parenting Support Service					Michigan Pregnancy and Parenting Support Service Program					Indiana Pregnancy and Parenting Support Service Program		
	DHS Admin-istrative	DHS Project Services	DHS Fund-raising	Total DHS		MDCCH Admin-istrative	MDCCH Project Services	Total MDCCH	ISDHH Admin-istrative	ISDHH Project Services	Total ISDHH	National Division Services to Other State Programs	Prevention Programs Health Education and General Fundraising
Salaries, wages, and benefits													
Salaries and wages	\$ 255,124	\$ 209,977	\$ -	\$ 465,101	\$ 19,093	\$ 19,093	\$ 19,615	\$ 38,708	\$ 32,671	\$ 17,986	\$ 50,657	\$ 43,065	\$ 19,895
Unused sick leave paid	3,662	1,801	-	5,463	516	516	254	770	458	225	683	310	165
Payroll taxes	21,054	18,792	-	39,846	1,125	1,125	1,570	2,695	1,851	1,213	3,064	1,665	1,580
Health and group life insurance	60,522	34,491	-	95,013	5,742	5,742	3,327	9,069	6,202	3,561	9,763	6,422	1,815
Workers' compensation	1,410	1,128	2	2,540	95	95	76	171	94	75	169	97	123
Employee drug screen	66	132	-	198	-	-	-	-	-	-	-	-	-
Total salaries, wages, and benefits	341,838	266,321	2	608,161	26,571	26,571	24,842	51,413	41,276	23,060	64,336	51,559	23,578
Professional development	4,235	-	-	4,235	210	210	-	210	315	-	315	118	359
Consulting	13,336	14,381	-	27,717	472	472	5,655	6,127	766	6,855	7,621	1,981	-
Postage/shipping	3,404	-	136	3,540	451	451	-	451	575	-	575	85	120
Auditing	16,641	-	11	16,652	-	-	-	1,119	1,108	-	1,108	634	806
Travel/lodging	21	5,504	-	5,525	-	6	6	6	-	1,448	1,448	140	1,242
Office rent	50,710	-	34	50,744	3,397	-	-	3,397	3,334	-	3,334	1,963	2,432
Telephone/fax	10,084	-	-	10,090	748	748	-	748	855	-	855	770	518
Property/liability insurance	2,454	-	2	2,456	165	165	-	165	165	-	165	94	119
Directors/officers liability insurance	5,862	-	4	5,866	395	395	-	395	396	-	396	221	284
Office supplies	15,741	-	-	15,741	1,801	1,801	-	1,801	1,328	-	1,328	29	128
Service contracts	2,167	-	1	2,168	144	144	-	144	149	-	149	68	105
Information/training	-	935	-	935	-	6,545	6,545	-	-	162	162	-	1,302
Advertising	-	114,482	-	114,482	-	34,888	34,888	-	-	54	54	702	22,355
Meetings/seminars	-	6,831	-	6,831	-	-	-	-	-	-	-	-	-
Minor equipment	-	100	-	100	-	-	-	-	-	-	-	-	-
Client services-counseling	-	5,816,808	-	5,816,808	-	-	231,242	231,242	-	601,112	601,112	-	-
Toll-free referral system	-	4,795	-	4,795	-	232	232	232	-	226	226	131	163
Pregnancy test kits	-	34,749	-	34,749	-	-	665	665	-	-	-	-	-
403b contribution	9,814	5,555	-	15,369	507	507	397	904	901	417	1,318	-	-
Fundraising	-	-	71	71	-	-	-	-	-	-	-	-	-
Prior year service provider reimbursements returned to DHS	-	(21,103)	-	(21,103)	-	-	-	-	-	-	-	-	-
Total expenses before depreciation	476,307	6,249,358	267	6,725,932	35,980	35,980	304,472	340,452	51,168	633,334	684,502	58,495	53,511
Depreciation expense	14,704	-	-	14,704	12	12	3,570	3,582	12	3,528	3,540	-	-
Total functional expenses	\$ 491,011	\$ 6,249,358	\$ 267	\$ 6,740,636	\$ 35,992	\$ 35,992	\$ 308,042	\$ 344,034	\$ 51,180	\$ 636,862	\$ 688,042	\$ 58,495	\$ 53,511
												\$ 80,029	\$ 524
												\$ 77,055	\$ 524
												\$ 2,974	\$ 524
												\$ 80,029	\$ 524
												\$ 79,965,471	\$ 79,965,471

The accompanying notes are an integral part of these financial statements.

REAL ALTERNATIVES

STATEMENTS OF CASH FLOWS

YEARS ENDED JUNE 30, 2016 AND 2015

	2016	2015
Cash flows from operating activities		
Change in net assets	\$ 65,061	\$ 13,502
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation	27,337	24,800
Loss on disposal of assets	7,676	-
(Increase) decrease in		
Accounts receivable	(49,619)	(302,656)
Accounts receivable - Service Provider advances	33,500	-
Prepaid expenses and other receivables	(4,057)	96
Inventories	8,012	49,076
Increase (decrease) in		
Accounts payable	(135,459)	451,404
Accrued expenses	(605)	6,426
Refundable advance - DHS grant	590,603	-
Net cash provided by operating activities	542,449	242,648
Cash flows from investing activities		
Purchase of equipment, furniture and fixtures	(7,123)	(24,274)
Net cash used in investing activities	(7,123)	(24,274)
Cash flows from financing activities		
Net change in line of credit	6,930	(11,328)
Net cash provided by (used in) financing activities	6,930	(11,328)
Increase in cash	542,256	207,046
Cash and cash equivalents - beginning	1,701,182	1,494,136
Cash and cash equivalents - ending	\$ 2,243,438	\$ 1,701,182

The accompanying notes are an integral part of these financial statements.

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

1. NATURE OF ACTIVITIES

Real Alternatives (the Organization) exists to provide life-affirming alternatives to abortion services throughout the nation. These compassionate support services empower women to protect their reproductive health, avoid crisis pregnancies, choose childbirth rather than abortion, receive adoption education, and improve parenting skills.

In the Pennsylvania Program, the Organization acts as the statewide administrator for the PA Alternative to Abortion Program (PATA) (also known as Pennsylvania Pregnancy and Parenting Support Service Program), funded by the Commonwealth of Pennsylvania Department of Human Services (DHS) to provide alternatives to abortion services to eligible clients to empower women to be able to choose childbirth over abortion. Under the contract, the Organization receives reimbursements on a quarterly basis for expenses incurred in carrying out the provisions of the contract. The Organization receives funding from the U.S. Department of Health and Human Services (HHS) through its Temporary Assistance for Needy Families (TANF) program. The money is passed through from HHS to DHS and then received by the Organization.

The Organization entered into a contract with the State of Michigan to administer an alternatives to abortion program funded in the amount of \$700,000 through the Michigan Department of Community Health in the central and southern part of the state, and it is known as the "Michigan Pregnancy and Parenting Support Services Program." The contract, effective October 1, 2013, was extended to December 31, 2016, by the state of Michigan and at the same time was increased by an additional \$850,000. The program is very similar to the Pennsylvania program; however, it is funded fully with state funds and no TANF money. Under the contract, the Organization receives reimbursements on a monthly basis for expenses incurred in carrying out the provisions of the contract. Start-up expenses were incurred by the Organization after the contract was signed on December 13, 2013. The first Service Provider Services Rendered Form was submitted in mid-June 2014.

The Organization also entered into a contract with the State of Indiana to administer an alternatives to abortion program funded at \$1,000,000 through the Indiana State Department of Health in the northern part of the state, and it is known as the "Indiana Pregnancy and Parenting Support Services Program." The contract was effective October 1, 2014, and it was renewed at the end of the first year in the amount of \$3,500,000 to continue through September 30, 2016. The program is very similar to the Pennsylvania and Michigan programs; however, it is funded fully with TANF money and no state funds. Under the contract, the Organization receives reimbursements on a monthly basis for expenses incurred in carrying out the provisions of the contract.

Under the National Division, pursuant to its agreements with the Texas Pregnancy Care Network (TPCN), the Organization realized revenue through the year ended June 30, 2015. For the year ended June 30, 2016, the Organization only realized revenue from TPCN related to Hotline services provided.

(continued)

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

Real Alternatives continues to consult with other states interested in starting government funded alternatives to abortion in their state.

In addition, Real Alternatives continued to publish and advertise the Concerned Parents Report website, www.concernedparents.com. Concerned Parents Report is a national internet publication of the Organization dedicated to reporting information and imparting knowledge to parents so that they can empower their children to make the healthiest choice for their reproductive health – living a chaste lifestyle. During fiscal year 2015/2016, 10,847 individuals throughout the world viewed health information and studies on 50,086 web pages.

In fiscal year 2015/2016, Real Alternatives continued to publish updated health information on its LoveFacts website. The organization promotes chastity, through the LoveFacts website, as the best way to prevent sexually transmitted diseases and unexpected pregnancies. The organization educates high school and college students about the importance of living a chaste lifestyle at many national conferences.

Real Alternatives partnered with another program of Students for Life America, Medical Students for Life, to educate medical students about the benefits of chastity in avoiding sexually transmitted diseases and unexpected pregnancies. Over 241 medical students in 6 universities across the United States received this information on the LoveFacts website. The Organization again sponsored the Love and Fidelity Network Annual Conference, “Sexuality, Integrity and the University” at Princeton University. This event was attended by nearly 300 students representing 50 colleges from around the country who received information on the LoveFacts website. The Organization again sponsored the Cardinal O’Connor Conference on Life at Georgetown University. It is the largest student run pro-life conference in the country with over 500 students attending this event.

For the LoveFacts.org website overall, in 2015/2016, 7,999 individuals viewed the health information and studies on 29,302 web pages.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting.

Basis of Presentation

The Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. Accordingly, net assets of Real Alternatives and changes therein are classified and reported as follows:

Unrestricted net assets are not restricted by donors, or the donor-imposed restrictions have expired.

(continued)

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

Temporarily restricted net assets contain donor-imposed restrictions that permit the Organization to use or expend the assets as specified. The restrictions are satisfied either by the passage of time or by actions of the Organization.

Permanently restricted net assets consist of property contributed which contain donor-imposed restrictions that stipulate the resources be maintained permanently but permit the Organization to use, or expend part or all of the income derived from, the donated assets for specified purposes.

Revenue and Support Recognition

The Organization recognizes contract revenues in the statements of activities to the extent that expenses have been incurred for the purpose specified by the granting agency during the period. In applying this concept, the legal and contractual requirements of the grant are used as guidance.

Contributions received by the Organization are recorded as unrestricted, temporarily restricted, or permanently restricted support. This requirement is dependent on the existence and/or nature of any donor restrictions. All other donor-restricted support is reported as an increase in temporarily restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions.

Cash Equivalents

Real Alternatives considers all unrestricted, highly liquid deposits to be cash equivalents.

Accounts Receivable

No allowances for uncollectible accounts receivable are deemed necessary as of June 30, 2016 and 2015.

Inventories

Inventories are stated at the lower of cost or market.

Equipment, Furniture, and Fixtures

Purchases of equipment, furniture, and fixtures having a unit cost of \$600 or more are capitalized at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is computed using the straight-line method over the estimated useful lives of the assets ranging from three to five years.

(continued)

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

Upon cancellation or termination of the PA Alternatives to Abortion contracts, disposition of personal property with a remaining useful life that was purchased with DHS funds is subject to certain contract provisions. Specifically, those provisions permit the Organization, with approval from DHS, to transfer such property to another contractor designated by DHS or to reimburse DHS for the remaining life of the property, as determined by DHS, if the Organization wishes to retain or sell such property. Net property purchased and capitalized with DHS funds amounted to \$32,221 and \$52,705 as of June 30, 2016 and 2015.

The state of Michigan reserves the right to retain or transfer title to all items of equipment having a unit acquisition cost of \$5,000 or more to the extent that Michigan's proportionate interest in such equipment supports such retention or transfer of title. Net property purchased and capitalized with Michigan funds amounted to \$3,885 and \$7,296 as of June 30, 2016 and 2015.

Equipment purchased to support the contract with Indiana was done in accordance with TANF regulations per OMB Circular A-110. Net property purchased and capitalized with Indiana funds amounted to \$8,341 and \$13,008 as of June 30, 2016 and 2015.

Expense Allocation

The costs of providing various programs and other activities have been summarized on a functional basis in the Statements of Activities and in the Statements of Functional Expenses. The costs related to the contracts have been summarized according to budget categories established by the state agencies.

Income Taxes

The Organization's operations are exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code.

The Organization adheres to the provisions of Financial Accounting Standards Board (FASB) Codification 740, *Income Taxes* (ASC 740). ASC 740 establishes rules for recognizing and measuring tax positions taken in an income tax return, including disclosures of uncertain tax positions (UTPs). ASC 740 mandates that organizations evaluate all material income tax positions for periods that remain open under applicable statutes of limitation, as well as positions expected to be taken in future returns. The UTP rules then impose a recognition threshold on each tax position. A company can recognize an income tax benefit only if the position has a "more likely than not" (i.e., more than 50 percent) chance to being sustained on the technical merits. For the years ended June 30, 2016 and 2015, the Organization has taken no material tax positions on their applicable tax filings that do not meet the more likely than not threshold. As a result, no amount for UTPs has been included in the financial statements. The Organization believes it is no longer subject to income tax examinations for the fiscal years prior to the year ended June 30, 2013.

(continued)

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

Advertising Costs

The Organization follows the policy of charging the costs of communicating advertising to expense at the time the advertising takes place. Production advertising costs, when applicable, are charged to expense the first time the advertising takes place. Advertising expense for the PA program was \$557,562 and \$114,482 for the years ended June 30, 2016 and 2015. Expense for the Michigan program was \$167,819 and \$34,888 for the years ended June 30, 2016 and 2015. Expense for the Indiana program was \$404,310 and \$54 for the year ended June 30, 2016 and 2015.

Service Provider Adjustments

In the normal course of operations, adjustments may be made to current or prior year amounts paid to service providers. These adjustments, which may be material, are the results of the application of monitoring procedures, audit procedures, government agency audits, or the results of the final close out procedures for any given contract year. For prior year periods, these adjustments may result in amounts to be returned to the program office of the state agencies. The effects of current year service provider adjustments, prior period service provider adjustments, and any amounts returned to DHS, Michigan Department of Community Health, or Indiana Department of Health are reflected in the statements of activities when determined.

Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Recently Issued Accounting Pronouncements

In August 2016, the FASB issued Accounting Standard Update (ASU) 2016-14, *Presentation of Financial Statement of Not-for-Profit Entities*. The amendments in this ASU include two classes of net asset classifications, options for presenting cash flow from operations, and many additional disclosure requirements. This guidance is effective for fiscal years beginning after December 15, 2017.

Subsequent Events

Management evaluated subsequent events through November 3, 2016, the date the financial statements were available to be issued.

(continued)

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

3. EQUIPMENT, FURNITURE, AND FIXTURES

Equipment, furniture, and fixtures consist of the following at June 30, 2016 and 2015:

	2016	2015
Equipment	\$ 138,619	\$ 209,029
Furniture and fixtures	30,055	29,333
Software	58,687	58,687
	<u>227,361</u>	<u>297,049</u>
Less accumulated depreciation and amortization	<u>(175,502)</u>	<u>(217,300)</u>
Net book value	<u>\$ 51,859</u>	<u>\$ 79,749</u>

Depreciation and amortization expense for the years ended June 30, 2016 and 2015, totaled \$27,337 and \$24,800.

4. LEASE

The Organization currently leases office space under a lease that expired June 30, 2016. Future lease renewals are dependent on funding from the Commonwealth of Pennsylvania. Future minimum payments required under the lease should be \$61,476 for the year ended June 30, 2017. Total rent expense was \$66,432 and \$61,808 for the years ended June 30, 2016 and 2015.

5. CONTRACTED SERVICES REVENUE

Revenue from TPCN totaled \$345 and \$10,048 for the years ended June 30, 2016 and 2015.

6. CONCENTRATION OF RISK

Cash

The Organization maintains its cash in bank accounts held by high credit quality institutions. Deposits at these institutions are insured by the Federal Deposit Insurance Corporation up to \$250,000. The balance of the cash was not insured or collateralized in the Organization's name, but was collateralized in accordance with Commonwealth of Pennsylvania Act 72 which requires the credit institution to pool collateral for all deposits and have the collateral held by an approved custodian in the institution's name.

(continued)

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

Contract Revenue

The Organization receives a substantial amount of its support from DHS. A significant reduction in the level of this support, if it were to occur, would have a significant effect on the Organization's program and activities. Grant support from the DHS amounted to \$7,263,000 and \$6,694,000 for the years ended June 30, 2016 and 2015. During those years, \$1,000,000 each year was from the Health and Human Services TANF block grant to the Commonwealth of Pennsylvania.

For the year ended June 30, 2016, the money received was for the fourth year of a five year grant agreement with The Department of Human Services totaling \$30,216,440. The term of the grant is for July 1, 2012, through June 30, 2017, with two additional optional one-year renewal periods.

Additional grant support from the Michigan Department of Community Health amounted to \$850,000 for the period ending December 31, 2016, of state funds, along with the \$700,000 for the period ending September 30, 2015.

Grant support from Indiana Department of Health amounted to \$3,500,000 of TANF funds for the year ending September 30, 2016.

7. AUDIT

The grants received by the Organization are subject to audit and verification by grantor agencies, principally DHS, MDCH and IDH. Any disallowed costs, including costs for which the Organization has already received payment, may result in a liability of the applicable funds. The amount, if any, of costs which may be disallowed by the grantor cannot be determined at this time. However, as of the date of this report, management is unaware of any material adjustments that would be required as a result of such an audit.

The Organization was audited by the Pennsylvania Department of Human Services, Bureau of Financial Operations (BFO). The audit covered the period from July 1, 2012, to June 30, 2015. As of November 3, 2016, the BFO final audit report has been submitted to the office of Special Programs, but has not been finalized by the Department of Human Services.

8. LINE OF CREDIT

Real Alternatives has engaged FNB (formerly Metro Bank) as the organization's main depository. A line of credit with FNB (formerly Metro Bank) was obtained on April 10, 2014, using the funds received under the Commonwealth of Pennsylvania Department of Human Services Grant #4100060934 as security for the line of credit. As of June 30, 2016, there was a balance of \$29,080 on the \$500,000 line of credit. Interest on the line of credit with FNB (formerly Metro Bank) is 4%, per annum. The line of credit is reviewed annually for renewals and extensions.

(continued)

REAL ALTERNATIVES

NOTES TO FINANCIAL STATEMENTS

9. EMPLOYEE BENEFITS

Real Alternatives sponsors a 403(b) retirement savings plan to which all eligible employees of the Organization may contribute up to the maximum allowed by law. The Organization matches these contributions dollar for dollar up to 4% of the employee's salary contributed to the plan. The Organization's contribution was \$27,008 and \$23,454 for the years ended June 30, 2016 and 2015.

SUPPLEMENTARY INFORMATION

REAL ALTERNATIVES

PENNSYLVANIA PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM DHS CONTRACT NO. 4100060934

INVOICED REVENUE AND EXPENDITURES

YEAR ENDED JUNE 30, 2016

	State Actual	State Budget	State Over (Under)	TANF Actual	TANF Budget	TANF Over (Under)	Total Actual	Total Budget	Total Over (Under)
Administrative									
Personnel									
President & CEO	\$ 85,604	\$ 85,604	\$ -	\$ 13,655	13,655	\$ -	\$ 99,259	\$ 99,259	\$ -
Vice President of Administration	72,970	72,970	-	11,672	11,672	-	84,642	84,642	-
Accountant	29,863	29,863	-	4,770	4,770	-	34,633	34,633	-
Bookkeeper	13,574	13,574	-	2,168	2,168	-	15,742	15,742	-
Unused sick	3,587	3,587	-	572	572	-	4,159	4,159	-
Payroll taxes	15,045	15,045	-	2,402	2,402	-	17,447	17,447	-
Workers' compensation insurance	1,060	1,060	-	169	169	-	1,229	1,229	-
Employee group insurance	49,689	49,689	-	7,935	7,935	-	57,624	57,624	-
Pension contribution	8,058	8,058	-	1,287	1,287	-	9,345	9,345	-
Professional development and training	2,911	2,911	-	465	465	-	3,376	3,376	-
Total personnel	282,361	282,361	-	45,095	45,095	-	327,456	327,456	-
Operating expenses									
Consulting	16,979	16,979	-	2,711	2,711	-	19,690	19,690	-
Postage/shipping	7,307	7,307	-	1,167	1,167	-	8,474	8,474	-
Auditing	13,649	13,649	-	2,180	2,180	-	15,829	15,829	-
Travel/lodging	199	199	-	32	32	-	231	231	-
Rent	41,472	41,472	-	6,624	6,624	-	48,096	48,096	-
Telephone service	8,335	8,335	-	1,331	1,331	-	9,666	9,666	-
General business liability insurance	1,940	1,940	-	310	310	-	2,250	2,250	-
Directors/owners liability insurance	4,727	4,727	-	755	755	-	5,482	5,482	-
Office expense	17,877	17,877	-	2,031	2,031	-	19,908	19,908	-
Computer upgrades	2,366	2,366	-	378	378	-	2,744	2,744	-
Resources Development	70	70	-	-	-	-	70	70	-
Total operating expenses	114,921	114,921	-	17,519	17,519	-	132,440	132,440	-
Equipment									
Equipment service contracts	2,152	2,152	-	344	344	-	2,496	2,496	-
Total administrative expenditures	399,434	399,434	-	62,958	62,958	-	462,392	462,392	-

(continued)

REAL ALTERNATIVES

PENNSYLVANIA PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM DHS CONTRACT NO. 4100060934

INVOICED REVENUE AND EXPENDITURES (Cont'd)

YEAR ENDED JUNE 30, 2016

	State Actual	State Budget	State Over (Under)	TANF Actual	TANF Budget	TANF Over (Under)	Total Actual	Total Budget	Total Over (Under)
Services									
Personnel									
Vice President of Operations	111,564	111,564	-	17,829	17,829	-	129,393	129,393	-
Contract Compliance Services	10,162	10,162	-	1,611	1,611	-	11,773	11,773	-
Services Coordinator	36,665	36,665	-	5,859	5,859	-	42,524	42,524	-
Billing Coordinator	5,752	5,752	-	919	919	-	6,671	6,671	-
Outreach Coordinator	11,321	11,321	-	1,798	1,798	-	13,119	13,119	-
Special Projects Coordinator	2,272	2,272	-	362	362	-	2,634	2,634	-
Services Assistant	9,394	9,394	-	1,501	1,501	-	10,895	10,895	-
LifeAid Hotline Counselors	11,819	11,819	-	1,888	1,888	-	13,707	13,707	-
Overtime	94	94	-	15	15	-	109	109	-
Unused sick	3,144	3,144	-	502	502	-	3,646	3,646	-
Payroll taxes	15,862	15,862	-	2,532	2,532	-	18,394	18,394	-
Workers' compensation insurance	867	867	-	139	139	-	1,006	1,006	-
Employee group insurance	28,539	28,539	-	4,557	4,557	-	33,096	33,096	-
Pension contribution	5,961	5,961	-	952	952	-	6,913	6,913	-
Total personnel	253,416	253,416	-	40,464	40,464	-	293,880	293,880	-
Operating									
Information and training materials	85,636	85,636	-	13,675	13,675	-	99,311	99,311	-
Services advertising	474,352	474,352	-	75,749	75,749	-	550,101	550,101	-
Travel	4,249	4,249	-	678	678	-	4,927	4,927	-
Services database consulting and development	11,519	11,519	-	1,840	1,840	-	13,359	13,359	-
Meetings/seminars	7,833	7,833	-	1,251	1,251	-	9,084	9,084	-
Counseling reimbursement	4,404,211	4,994,810	(590,599)	798,125	798,129	(4)	5,202,336	5,792,939	(590,603)
Hotline referral system	3,771	3,771	-	602	602	-	4,373	4,373	-
Total operating	4,991,571	5,582,170	(590,599)	891,920	891,924	(4)	5,883,491	6,474,094	(590,603)
Equipment									
Pregnancy test kits	27,980	27,980	-	4,654	4,654	-	32,634	32,634	-
Total services expenditures	5,272,967	5,863,566	(590,599)	937,038	937,042	(4)	6,210,005	6,800,608	(590,603)
Total administrative and services expenditures	\$ 5,672,401	\$ 6,263,000	\$ (590,599)	\$ 999,996	\$ 1,000,000	\$ (4)	\$ 6,672,397	\$ 7,263,000	\$ (590,603) *

* See unused contract revenue returned to DHS (#5) of the reconciliation of cash received by Pennsylvania Pregnancy & Parenting Support Services Program to Statement of Functional Expense (page 20).

REAL ALTERNATIVES

RECONCILIATION OF CASH RECEIVED BY PENNSYLVANIA PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM TO STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED JUNE 30, 2016

Cash received from PA Dept. of Human Services (DHS) by the Pennsylvania Pregnancy & Parenting Support Services Program Contract No. 4100060934	\$ 7,263,000
Adjustments due to financial records being kept according to accounting principles generally accepted in the United States of America (GAAP) per contract with DHS, Contract No. 4100060934	
1. Expenses classified as assets and liabilities not accounted for as functional expenses under GAAP	6,091
2. Depreciation expense	15,553
3. Salvage value of assets disposed of	7,676
4. Service provider funds from prior years returned to DHS	(4,612)
5. Unused contract revenue returned to DHS	<u>(590,603)</u>
Total functional expenses for Program Services - Pennsylvania Pregnancy & Parenting Support Services Program, in accordance with GAAP	\$ <u><u>6,697,105</u></u>

REAL ALTERNATIVES

**PENNSYLVANIA PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM
DHS CONTRACT NO. 4100060934**

STATEMENT OF PROGRAM GENERATED INCOME AND INTEREST EARNED

YEAR ENDED JUNE 30, 2016

	<u>Additional Cash Earned Available for Program Use</u>	<u>Total Expended for Counseling Reimbursement</u>	<u>Unused Balance</u>
Interest earned	\$ 2,967	\$ -	\$ 2,967
Other funds - contributions	929	-	929
	<u>\$ 3,896</u>	<u>\$ -</u>	<u>\$ 3,896</u>

REAL ALTERNATIVES

MICHIGAN PREGNANCY AND PARENTING SUPPORT SERVICES PROGRAM MDCH CONTRACT NO. 20142043

INVOICED REVENUE AND EXPENDITURES

	October 1, 2013 to June 30, 2016		July 1, 2015 to June 30, 2016		JULY 1, 2014 to JUNE 30, 2015		OCTOBER 1, 2013 to JUNE 30, 2014	
	State Actual	State Budget	State Over (Under)	State Actual	State Actual	State Actual	State Actual	State Actual
Administrative Personnel								
President & CEO	\$ 49,833	\$ 56,413	\$ (6,580)	\$ 20,328	\$ 12,175	\$ 17,330		
VP - Administration	14,094	18,289	(4,195)	7,137	5,366	1,592		
Assistant Director of Finance	1,777	1,777	-	-	37	1,740		
Accountant	3,803	5,372	(1,569)	1,314	1,123	1,366		
Bookkeeper	1,987	3,831	(1,844)	974	908	104		
Professional Development	940	1,412	(472)	730	210	-		
Accrued Vacation & Sick	-	-	-	-	-	-		
Payroll Taxes	4,047	5,583	(1,536)	1,514	1,125	1,408		
Workers Compensation Insurance	299	433	(134)	125	95	79		
Pension	1,834	2,883	(1,049)	760	506	567		
Employee Group Insurance	16,559	21,000	(4,441)	7,120	5,742	3,698		
Job Advertising	-	1,000	(1,000)	-	-	-		
New Employee Screening	-	500	(500)	-	-	-		
Total Personnel	95,173	118,493	(23,320)	40,002	27,287	27,884		
Operating Expenses								
Consulting	3,276	5,205	(1,929)	1,071	472	1,733		
Legal	164	1,000	(836)	164	-	-		
Postage/Shipping	1,802	3,105	(1,303)	1,231	451	119		
Auditing	3,580	5,199	(1,619)	1,614	1,119	848		
Travel/Lodging	313	813	(500)	4	-	309		
Rent	10,840	18,071	(7,231)	4,974	3,397	2,470		
Telephone Service	2,496	2,746	(250)	1,243	748	504		
General Business Liability Insurance	504	884	(380)	230	165	109		
Insurance-Directors & Officers	1,238	1,944	(706)	559	395	284		
Office Expense	4,928	13,105	(8,177)	1,666	2,267	995		
Computer Resources	11,899	13,399	(1,500)	-	-	11,899		
Total Operating	41,040	65,471	(24,431)	12,756	9,014	19,270		
Equipment								
Equipment Service Contracts	488	834	(346)	248	144	95		
Total administrative expenditures	136,701	184,798	(48,097)	53,006	36,445	47,249		
Michigan YTD Jun-2016 Administrative Expenses per June 2016 FSR submitted on 7/27/2016	136,701	184,798	(48,097)					

(continued)

REAL ALTERNATIVES

MICHIGAN PREGNANCY AND PARENTING SUPPORT SERVICES PROGRAM MDCH CONTRACT NO. 20142043

INVOICED REVENUE AND EXPENDITURES (Cont'd)

	October 1, 2013 to June 30, 2016		July 1, 2015 to June 30, 2016		JULY 1, 2014 to JUNE 30, 2015		OCTOBER 1, 2013 to JUNE 30, 2014	
	State Actual	State Budget	State Over (Under)	State Actual	State Actual	State Actual	State Actual	State Actual
Services Personnel								
Vice President	40,969	47,041	(6,072)	15,947	11,749	13,273		
Services Coordinator	6,925	6,937	(12)	4,176	2,750	-		
Services Assistance	2,820	1,363	1,457	2,572	247	-		
Service Provider Approval	5,852	10,749	(4,897)	2,312	1,028	2,512		
Billing Coordinator	5,209	7,697	(2,488)	2,497	2,607	104		
Service Provider Monitoring	6,433	9,431	(2,998)	5,224	1,210	-		
Toll Free Counselor	910	1,552	(642)	449	278	183		
Accrued Vacation & Sick	-	-	-	-	-	-		
Payroll Taxes	5,110	6,502	(1,392)	2,347	1,570	1,192		
Workers Compensation Insurance	241	338	(97)	103	76	64		
Pension	1,562	2,469	(907)	798	397	365		
Employee Group Insurance	10,272	13,224	(2,952)	4,075	3,327	2,871		
Total Personnel	86,303	107,303	(21,000)	40,500	25,239	20,564		
Operating								
Client Education Materials	76,907	106,642	(29,735)	70,362	6,545	-		
Services Advertising	202,707	234,068	(31,361)	167,819	34,888	-		
Meetings/Seminars	-	5,000	(5,000)	-	-	-		
Travel	3,082	8,082	(5,000)	1,288	6	1,788		
Srvcs Database Consulting & Dev	15,393	24,203	(8,810)	2,853	5,655	6,885		
Client Services	571,816	874,140	(302,324)	337,489	231,242	3,084		
Toll Free Referral System	772	1,053	(281)	372	232	168		
Contract Closeout Cost	-	-	-	-	-	-		
Total Operating	870,677	1,253,188	(382,511)	580,183	278,568	11,925		
Equipment								
Pregnancy Test Kits	3,662	4,711	(1,049)	2,987	665	11		
Total services expenses	960,642	1,365,202	(404,560)	623,670	304,472	32,500		
Total administrative and services expenditures	\$ 1,097,343	\$ 1,550,000	\$ (452,657)	\$ 676,676	\$ 340,917	\$ 79,749		
Michigan YTD Jun-2016 Services Expenses per June 2016 FSR submitted on 7/27/2016	960,642	1,365,202	(404,560)					
Michigan YTD Jun-2016 Administrative and Services Expenses per June 2016 FSR submitted on 7/27/2016	1,097,343	1,550,000	(452,657)					

REAL ALTERNATIVES

MICHIGAN PREGNANCY AND PARENTING SUPPORT SERVICES PROGRAM MDCH CONTRACT NO. 20142043

INVOICED REVENUE AND EXPENDITURES: START-UP ADMINISTRATIVE & SERVICES EXPENSES

OCTOBER 1, 2013 TO DECEMBER 31, 2016, ADVERTISING EXPENSE THROUGH APRIL 30, 2016

Administrative		Services	
Personnel	\$ 71,294	Personnel	\$ 67,152
Operating	33,171.03	Operating	526,338.19
Equipment	<u>333.04</u>	Equipment	<u>1,711.30</u>
Total administrative expenditures	<u>\$ 104,798</u>	Total services expenses	<u>\$ 595,202</u>
Administrative Cost Ratio	<u>14.97%</u>	Total administrative and services expenditures	<u>\$ 700,000</u>

Expenditures reported through June 30, 2016.

REAL ALTERNATIVES

MICHIGAN PREGNANCY AND PARENTING SUPPORT SERVICES PROGRAM
MDCH CONTRACT NO. 20142043

RECONCILIATION OF CASH RECEIVED BY MICHIGAN PREGNANCY AND PARENTING SUPPORT
SERVICES TO STATEMENT OF FUNCTIONAL EXPENSES

PERIOD JULY 1, 2015 TO JUNE 30, 2016

Cash received from MDCH by the Michigan Pregnancy & Parenting Support Services Grant Agreement 20142043	\$ 517,756
Adjustments due to financial records being kept according to generally accepted accounting principles accepted in the United States of America (GAAP) per contract with MDCH, Contract No. 20142043	
1. Expenses classified as assets and liabilities not accounted for as functional expenses under GAAP	(361)
2. Depreciation expense	3,773
3. Expenses incurred but not reimbursed	<u>159,372</u>
Total functional expenses for Program Services - Michigan Pregnancy & Parenting Support Services Program, in accordance with GAAP	<u>\$ 680,540</u>

REAL ALTERNATIVES

**MICHIGAN PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM
MDCH CONTRACT NO. 20142043**

STATEMENT OF PROGRAM GENERATED INCOME AND INTEREST EARNED

PERIOD JULY 1, 2015 TO JUNE 30, 2016

	<u>Additional Cash Earned Available for Program Use</u>	<u>Total Expended for Counseling Reimbursement</u>	<u>Unused Balance</u>
Interest earned	\$ 171	\$ -	\$ 171
Other funds	-	-	-
	<u>\$ 171</u>	<u>\$ -</u>	<u>\$ 171</u>

INDIANA PREGNANCY AND PARENTING SUPPORT SERVICES PROGRAM
ISDH CONTRACT NO. A70-5-041137 & 0000000000000000000014694

OCTOBER 1, 2015 TO JUNE 30, 2016

ISDH Administrative Expenses - July 1, 2015

to September 30, 2013
October 1, 2015 to June 30, 2016

Total Administrative Expenses July 1, 2015 to June 30, 2016

Administrative Expenses as reported to ISDH for June 2016 on 7/26/2016

INDIANA PREGNANCY AND PARENTING SERVICES SUPPORT PROGRAM
ISDH CONTRACT NO. A70-5-041137 & 0000000000000000000014694

OCTOBER 1, 2015 TO JUNE 30, 2016

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REAL ALTERNATIVES

RECONCILIATION OF CASH RECEIVED BY INDIANA PREGNANCY & PARENTING SUPPORT SERVICES TO STATEMENT OF FUNCTIONAL EXPENSES

PERIOD JULY 1, 2015 to JUNE 30, 2016

Cash received from ISDH by the Indiana Pregnancy & Parenting Support Services Grant Agreement A70-5-041137 & 0000000000000000000014694	\$ 1,634,955
Adjustments due to financial records being kept according to generally accepted accounting principles accepted in the United States of America (GAAP) per contract with ISDH, Contract No. A70-5-041137 & 0000000000000000000014694	
1. Expenses classified as assets and liabilities not accounted for as functional expenses under GAAP	(361)
2. Depreciation expense	5,027
3. Expenses incurred but not reimbursed	364,953
4. Prior year contract revenue returned to ISDH	<u>(235)</u>
Total functional expenses for Program Services - Indiana Pregnancy & Parenting Support Services Program, in accordance with GAAP	<u>\$ 2,004,339</u>

REAL ALTERNATIVES

INDIANA PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM
ISDH CONTRACT NO. A70-5-041137 & 0000000000000000000014694

STATEMENT OF PROGRAM GENERATED INCOME AND INTEREST EARNED

PERIOD JULY 1, 2015 to JUNE 30, 2016

	<u>Additional Cash Earned Available for Program Use</u>	<u>2016 Total Expended for Counseling Reimbursement</u>	<u>Unused Balance</u>
Interest earned	\$ 82	\$ -	\$ 82
Other funds	<u>-</u>	<u>-</u>	<u>-</u>
	<u>\$ 82</u>	<u>\$ -</u>	<u>\$ 82</u>

REAL ALTERNATIVES

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

YEAR ENDED JUNE 30, 2016

<u>Federal Grantor/Pass-through Grantor/Program Title</u>	<u>Federal CFDA Number</u>	<u>Pass-through Entity Identifying Number</u>	<u>Federal Expenditures</u>
U.S. Department of Health and Human Services			
Passed through Pennsylvania			
Department of Human Services			
Temporary Assistance for Needy Families	93.558	4100060934	\$ 999,996
Passed through Indiana State			
Department of Health			
Temporary Assistance for Needy Families	93.558	A70-5-041137	298,950
Temporary Assistance for Needy Families	93.558	0000000000000000000014694	<u>1,724,570</u>
Total expenditures of federal awards			<u>\$ 3,023,516</u>

NOTES:

1. BASIS OF PRESENTATION

The accompanying schedule of expenditures of federal awards (the Schedules) includes the federal grant activity of Real Alternatives for the year ended June 30, 2016. The information in this Schedule is presented in accordance with the requirements of Title 2 *U.S. Code of Federal Regulations* Part 200. *Uniform Administrative Requirements Cost Principles and Audit Requirements for Federal Awards* (Uniform Guidance). Because the Schedule presents only a selected portion of the operations of Real Alternatives, it is not intended to and does not present the financial position, changes in net assets or cash flows of Real Alternatives.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

**INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL
REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN
AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE
WITH *GOVERNMENT AUDITING STANDARDS***

The Board of Directors
Real Alternatives
Harrisburg, Pennsylvania

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Real Alternatives (a nonprofit organization), which comprise the statement of financial position as of June 30, 2016, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated November 3, 2016.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered Real Alternatives' internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Real Alternatives' internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

(continued)

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Real Alternatives' financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

McKonly & Asbury, LLP

Camp Hill, Pennsylvania
November 3, 2016

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE

The Board of Directors
Real Alternatives
Harrisburg, Pennsylvania

Report on Compliance for Each Major Federal Program

We have audited Real Alternatives' compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of Real Alternatives' major federal programs for the year ended June 30, 2016. Real Alternatives' major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with federal statutes, regulations, and the terms and conditions of its federal awards applicable to its federal programs.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of Real Alternatives' major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about Real Alternatives' compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

(continued)

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of Real Alternatives' compliance.

Opinion on Each Major Federal Program

In our opinion, Real Alternatives complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2016.

Report on Internal Control Over Compliance

Management of Real Alternatives is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered Real Alternatives' internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of Real Alternatives' internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

McKonly & Asbury, LLP

Camp Hill, Pennsylvania
November 3, 2016

REAL ALTERNATIVES

SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS

YEAR ENDED JUNE 30, 2016

Prior Year Findings

None.

REAL ALTERNATIVES

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

YEAR ENDED JUNE 30, 2016

SUMMARY OF AUDITOR'S RESULTS

1. The auditor's report expresses an unmodified opinion on whether the financial statements of Real Alternatives were prepared in accordance with GAAP.
2. No material weaknesses were identified during the audit of the financial statements and reported in the Independent Auditor's Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*.
3. No instances of noncompliance material to the financial statements of Real Alternatives, which would be required to be reported in accordance with *Government Auditing Standards*, were disclosed during the audit.
4. No material weaknesses were identified during the audit of the major federal award programs and reported in the Independent auditor's Report on compliance for Each Major Program and on Internal Control Over Compliance Required by the Uniform Guidance.
5. The auditor's report on compliance for the major federal award programs for Real Alternatives expresses an unmodified opinion on all major programs.
6. There were no audit findings that are required to be reported in accordance with 2 CFR section 200.516 (a).
7. The program tested as a major program was:

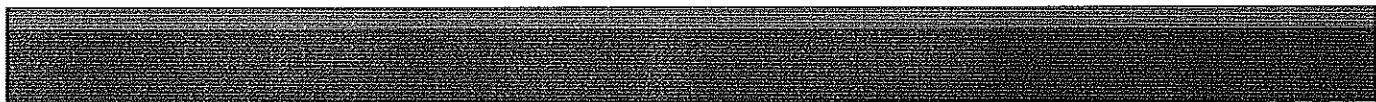
Temporary Assistance for Needy Families (CFDA #93.558)
8. The threshold used for distinguishing between Type A and B programs was \$750,000.
9. Real Alternatives, the auditee, was determined to be a low-risk auditee.

FINDINGS – FINANCIAL STATEMENT AUDIT

None.

FINDINGS AND QUESTIONED COSTS – MAJOR FEDERAL AWARD PROGRAMS AUDIT

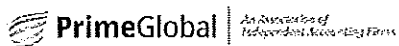
None.



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EXHIBIT D

Dunbar, Paulette Dobynes (DHHS)

From: Dunbar, Paulette Dobynes (DCH)
Sent: Thursday, August 27, 2015 5:36 PM
To: Hennesey, Diane (DCH) (HenneseyD@michigan.gov)
Subject: FW: Real Alternatives: Contract year 2015-2016 proposal for MI Pregnancy and Parenting Support Services Program
Attachments: ATTACHMENT A.pdf; ATTACHMENT E.pdf; Michigan Budget 2013-2016 Summary-BR-8-26-15-Oct13-Sep16.pdf
Importance: High

I don't think the meeting has been set up yet but I need these items in a meeting folder. Thanks.

From: Derman, Barbara (DCH)
Sent: Thursday, August 27, 2015 10:29 AM
To: Hensler, Jeanette (DCH); Dunbar, Paulette Dobynes (DCH)
Subject: Real Alternatives: Contract year 2015-2016 proposal for MI Pregnancy and Parenting Support Services Program
Importance: High

Would you like me to set up a time for a conference call to discuss the proposal from Real Alternatives?

I reviewed them and seems like what we asked for. Attachment A , E are essentially the same as previously submitted and approved by us. The Budget looked to me like what we requested, my only thought was that the advertising budget item is a bit high, but we have discussed with them their need/desire to advertise/outreach, so may be ok as well. They do describe this activity generally in the program description (Attachment E) They include in this section the hotline which has its own line item in the budget.

Barbara (Quess) Derman, MSW
Public Health Consultant, Reproductive & Preconception Health
Michigan Department of Health and Human Services
PO Box 30195, 109 W. Michigan Ave., Lansing, Michigan 48909
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968
DermanB@michigan.gov

From: Kevin Bagatta [<mailto:kbagatta@realalternatives.local>] On Behalf Of Kevin I. Bagatta, Esquire
Sent: Wednesday, August 26, 2015 9:13 PM
To: Hensler, Jeanette (DCH) <HenslerJ1@michigan.gov>; Kevin I. Bagatta, Esquire <ra-president@comcast.net>; Broessel, Kristi (DCH) <BroesselK@michigan.gov>; Dunbar, Paulette Dobynes (DCH) <dunbarp@michigan.gov>; Derman, Barbara (DCH) <DermanB@michigan.gov>
Cc: Thomas A. Lang, Esq. <ra-operations@comcast.net>; Clifford W. McKeown, Esq. <ra-finance@comcast.net>
Subject: Contract year 2015-2016 proposal for MI Pregnancy and Parenting Support Services Program

Hi Jeanette:

Attached are three documents:

1. A new Statement of Work
2. A new Program Description and Work plan
3. A new 2013-2016 Program Budget

Is our understanding correct that we will be able to expend contract year 2013-2015 funds in the each budget line until they run out AND then use the contract year 2015-2016 funds in those budget lines?

For example: Rent, in the attached budget, we are projecting to have surplus at September 30, 2015. In October and November, we would use those funds – where they will then probably be depleted (and the column would show “0”). Come December we would start using the contract year 2015-2016 funds (\$800,000) for rent. Is that correct?

You see how we will track the 10% (\$80,000) for the contract year 2015-2016 funds (\$800,000). We would submit this budget sheet monthly with our FSR – okay?

Finally, I can provide these documents in any format for you .

Thanks,

Kevin

Kevin I. Bagatta, Esquire

President & CEO

Real Alternatives

7810 Allentown Blvd., Ste. 304

Harrisburg, PA 17112

717-541-7832

From: "Hensler, Jeanette (DCH)" <HenslerJ1@michigan.gov>

Date: Wednesday, August 19, 2015 at 11:56 AM

To: Kevin Bagatta <ra-president@comcast.net>, Kristi Broessel <BroesselK@michigan.gov>, "Dunbar, Paulette Dobyne (DCH)" <dunbarp@michigan.gov>, "Derman, Barbara (DCH)" <DermanB@michigan.gov>

Cc: "Thomas A. Lang, Esq." <ra-operations@comcast.net>, "Clifford W. McKeown, Esq." <ra-finance@comcast.net>

Subject: RE: Budget Revision for May Invoice

Hi Kevin,

Thank you for your response. We understand that you may not be able to track this funding separately, so instead we would like to propose that you revise the existing budget to include the additional \$800,000 for a total budget of \$1,500,000 for the amendment. The amendment period will extend the grant agreement end date to 9/30/16. To continue to expend the remaining funds from FY 2014 and the new funds for FY 2015, we need to add the new funds for FY 2015 to the existing agreement versus creating a new agreement.

In order to proceed with this amendment, we will need you to provide a revised budget for the total grant agreement amount of \$1,500,000 and a revised Statement of Work to extend the agreement to September 30, 2016. As you are building your budget, please ensure the administrative costs associated with the additional \$800,000 are capped at 10%.

~~Also, this amendment process is time sensitive as the State of Michigan fiscal year-end deadlines are quickly approaching. We would appreciate your assistance to submit the revised budget and Statement of Work to Quess Berman and I no later than August 26th if possible. If we receive the amendment documents by August 26th, we will target sending you the amendment for signature by September 2nd.~~

Please let me know if you have any questions. Thank you very much for your attention to this matter.

Jeanette Hensler, Manager
Michigan Department of Health and Human Services
Grants Section
(517)241-8764

From: Kevin I. Bagatta, Esquire [<mailto:ra-president@comcast.net>]
Sent: Tuesday, August 11, 2015 7:12 PM
To: Broessel, Kristi (DCH); Dunbar, Paulette Dobynes (DCH); Derman, Barbara (DCH); Hensler, Jeanette (DCH)
Cc: Thomas A. Lang, Esq.; Clifford W. McKeown, Esq.
Subject: Re: Budget Revision for May Invoice

Hi Kristi:

Sorry to hear you are leaving the program – thank you for working with us to facilitate the start!

Tom, Cliff and I do not believe we will be able to account for the two contract funding amounts simultaneously. Our accounting and cost allocation system is set-up to allocate cost by separate program, not multiple contract funding lines within a program. The \$700,000 two-year program has been accounted for and cost allocated by a October 1 – September 30 contract year. We need the follow-on \$800,000 program to follow that contract year accounting period to ensure we accurately allocated costs for each program.

In addition, we are concerned that current projected available services counseling money under the \$700,000 two year program will not deplete fast enough for us to have administrative funds to pay for the work required to support the services. At the present services reimbursement rate, the counseling fund line will not be depleted until well after November – maybe January.

Within the last 30 days, we have trained four different potential service providers in the approval process - these providers are from Grand Rapids, Lansing, Hillsdale, and Dearborn Heights. Since the usual approval process takes 60–75 days, those new service providers will not be providing services until after October 15. So we will have incurred extra administrative expenses that will not result in increase services until after November.

We will run out of administrative money under the \$700,000 program before we run out of services money because we have extended the one year contract to two years. Our 15% administrative expenses assumed start-up and services expended in 12 months not 24 months. Michigan Service providers were much slower to respond to the program than our programs in PA, TX, and IN.

~~Our administrative funds will be expended by October 1, 2015. At that time, the total 24 month administrative cost ratio will be 21%. [FYI – 10/1/13 – 9/30/15 – admin ratio with start-up was 37.62%, 10/1/14-6/30/15 – admin ratio is 10.5%]~~

We request that after September 30, 2015, any unused funds from the \$700,000 program (now estimated to be \$140,000) be rolled over to the \$800,000 program starting October 1. We would apply the unused services funds to services under the \$800,000 program and administer those funds at 10%.

Kevin I. Bagatta, Esquire
President & CEO
Real Alternatives
7810 Allentown Blvd., Ste. 304
Harrisburg, PA 17112
717-541-7832

From: Kristi Broessel <BroesselK@michigan.gov>
Date: Wednesday, July 22, 2015 at 11:05 AM
To: Kevin Bagatta <ra-president@comcast.net>, "Dunbar, Paulette Dobynes (DCH)" <dunbarp@michigan.gov>, "Derman, Barbara (DCH)" <DermanB@michigan.gov>, "Hensler, Jeanette (DCH)" <HenslerJ1@michigan.gov>
Cc: "Thomas A. Lang, Esq." <ra-operations@comcast.net>, "Clifford W. McKeown, Esq." <ra-finance@comcast.net>
Subject: RE: Budget Revision for May Invoice

Thank you for your message. The Department is planning to add the \$800,000 to your existing contract through an amendment. There will be no new contract starting October 1, 2015. The 10% cap is on the \$800,000 for FY 15 and does not apply to the existing \$700,000 funds from FY 14. We recommend that that you present a separate budget for the \$800,000 for FY 15 to help clarify that the 10% cap applies to these FY 15 funds and not the FY 14 funds. We would also suggest that you list the FY 15 Administrative and Services expenditures separately from the FY 14 Administrative and Services expenditures in the Other Expense category on the Budget Summary and in the Budget Detail. If this is not possible, please let us know.

Also, I have a new role in the Department. Jeanette Hensler, Grants Section Manager, will be taking my place on this project and will be working closely with Quess and Paulette on this amendment. Ms. Hensler will assist with preparing the grant agreement amendment(s) that will be sent out for your review, approval, and signature and will be working with Quess, Paulette and yourself to develop the budget for this amendment as we have done in the past.

It has been a pleasure working with you and your team on this project over the past two years. I wish you continued success and growth with your program to provide alternatives to women and families in Michigan. Best Wishes!

From: Kevin I. Bagatta, Esquire [mailto:ra-president@comcast.net]
Sent: Tuesday, July 21, 2015 12:41 PM
To: Dunbar, Paulette Dobynes (DCH); Derman, Barbara (DCH)
Cc: Broessel, Kristi (DCH); Thomas A. Lang, Esq.; Clifford W. McKeown, Esq.
Subject: Re: Budget Revision for May Invoice

Hi Quess,

Here is the narrative you requested for the budget revision we submitted.

Thanks for the information on the renewal and the roll-over of the remainder of the funds not expended under the FY 13/14-FY14/15 contract. Our rough prediction is that the new contract starting this October 1,, 2015 will be around \$1 million - \$800,00 plus \$200,000 remainder. With the 10% cap, that would be about

~~\$100,000 in administrative costs. Right now, we have one potential service provider in the approval process and three more scheduled for training.~~

With a \$1 million dollar program, that would be very sufficient for a full state-wide program – we are pretty excited about that. We have had inquiries from the upper peninsular from potential service providers in the past.

We'll start working the details and do our best to meet the deadline – we started our end of the fiscal year audit today.

Thanks again!

Kevin

BUDGET REVISION NARRATIVE

ADMINISTRATIVE EXPENSES

Personnel

Increase to President & CEO, VP – Administration, Accountant, Payroll Taxes lines was due to increased cost of contract year extension. More time was required to meet contract goals.

Increase in Employee Group Insurance line was due to increased cost of contract year extension as well as increase premium cost.

Operating

Decrease in Consulting, Legal, Auditing, Travel-Lodging, Office Expense, and Computer Resource lines was due to less cost than projected.

Increase in Rent and telephone service line was due increased cost of contract year extension. These costs increased because more time was required to meet contract goals.

SERVICES EXPENSES

Personnel

Increase to VP – Operations, Billing Coordinator, Payroll Taxes lines was due to increased cost of contract year extension. More time was required to meet contract goals.

Increase in Employee Group Insurance line was due to increased cost of contract year extension as well as increase premium cost.

Addition of Services Coordinator and Services Assistance lines was due to rearrangement of program tasks to different Real Alternatives staff.

Operating

Increase in Client Education Materials line was due to greater than expected costs.

Increase in Travel line is due to VP-Operations travel for site monitorings this summer.

Increase in Services database Consulting & Development line was due to increased cost of contract year extension. More time was required to meet contract goals.

Decrease in Hotline Referral System line was due to less cost than projected.

Decrease in Counseling Reimbursement would be necessary to cover the costs of contract close-out should contract not be renewed. With contract extension and renewal, contract closeout costs will not be required.

Kevin I. Bagatta, Esquire
President & CEO
Real Alternatives
7810 Allentown Blvd., Ste. 304
Harrisburg, PA 17112
717-541-7832

From: Kevin Bagatta <ra-president@comcast.net>

Date: Thursday, June 25, 2015 at 4:44 PM

To: Kristi Broessel <BroesselK@michigan.gov>, "Dunbar, Paulette Dobynes (DCH)" <dunbarp@michigan.gov>, "Derman, Barbara (DCH)" <DermanB@michigan.gov>

Cc: "Thomas A. Lang, Esq." <ra-operations@comcast.net>

Subject: Budget Revision for May Invoice

Hi Kristi, Paulette, and Quess,

Attached is a budget revision we would like approved and applied to the May invoice we will be submitting soon.

Please Note:

1. We would move money from admin to services – thereby lowering the administrative cost ratio to 14.25%
2. Some of the budget line increases are due to the lengthening of the contract
3. The "contract close out" line would be moved into the "counseling" line upon execution of the follow-on contract or amendment of the present contract.

Tom Lang and I can discuss this further at your convenience.

Thanks,

Kevin

Kevin I. Bagatta, Esquire
President & CEO
Real Alternatives
7810 Allentown Blvd., Ste. 304
Harrisburg, PA 17112
717-541-7832

EXHIBIT E

Contract Manager and
Location/Building: Brenda Fink
Contract #: 2014 2043

Amendment No. 1 to the
Agreement Between
Michigan Department of Community Health
and
Real Alternatives
for
Michigan Pregnancy and Parenting Support services Program

1. Period of Agreement

This agreement shall commence on October 1, 2013 and continue through January 31, 2015. This agreement is in full force and effect for the period specified.

2. Program Budget and Agreement Amount

This amendment modified the budget detail in Attachment B but does not change the total or Department's original agreement amount.

3. Amendment Purpose

The purpose of this amendment is to modify the budget detail in Attachment B and to extend the original agreement end date from September 30, 2014 to January 31, 2015. In addition, Attachment C contains reporting periods to match the new agreement end date.

4. **Original Agreement Conditions**

It is understood and agreed that all other conditions of the original agreement remain the same.

5. **Special Certification**

The individual or officer signing this amendment certifies by his or her signature that he or she is authorized to sign this amendment on behalf of the responsible governing board, official or Grantee.

6. **Signature Section**

For the Michigan Department of Community Health

Kristi Broessel

9/10/14

Date

Kristi Broessel, Director
Grants and Purchasing Division

For the GRANTEE:

KEVIN I. BAGATTA

PRESIDENT & CEO

Name (print)

Title (print)

Kevin I. Bagatta

9/4/2014

Signature

Date

PROGRAM BUDGET SUMMARY

View at 100% or Larger

MICHIGAN DEPARTMENT OF COMMUNITY HEALTH

Use WHOLE DOLLARS Only

ATTACHMENT B.1

PROGRAM Michigan Pregnancy & Parenting Support Services			DATE PREPARED 9/2/14		Page 1	Of 1
CONTRACTOR NAME Real Alternatives			BUDGET PERIOD From: Oct. 1, 2013 To: January 31, 2015			
MAILING ADDRESS (Number and Street) 7810 Allentown Blvd, Ste 304			BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT		AMENDMENT # 1	
CITY Harrisburg	STATE PA	ZIP CODE 17112	FEDERAL ID NUMBER 23-2868660			
EXPENDITURE CATEGORY						TOTAL BUDGET (Use Whole Dollars)
1. SALARY & WAGES						
2. FRINGE BENEFITS						
3. TRAVEL						
4. SUPPLIES & MATERIALS						
5. CONTRACTUAL (Subcontracts/Subrecipients)						
6. EQUIPMENT						
7. OTHER EXPENSES						
Administrative Expenses			\$105,000			
Services Expenses			\$595,000			
TOTAL DIRECT EXPENDITURES						
8. (Sum of Lines 1-7)			\$700,000	\$0	\$0	
9. INDIRECT COSTS: Rate #1 %						
INDIRECT COSTS: Rate #2 %						\$0
10. TOTAL EXPENDITURES			\$700,000	\$0	\$0	
SOURCE OF FUNDS:						
11. FEES & COLLECTIONS						
12. STATE AGREEMENT			\$700,000			
13. LOCAL						
14. FEDERAL						
15. OTHER(S)						
16. TOTAL FUNDING			\$700,000	\$0	\$0	\$0

AUTHORITY: P.A. 368 of 1978	The Department of Community Health is an equal opportunity employer, services and programs provider.
COMPLETION: Is Voluntary, but is required as a condition of funding.	
DCH-0385(E) (Rev. 06/07) (Excel) Previous Edition Obsolete.	

PROGRAM BUDGET - COST DETAIL SCHEDULE

ATTACHMENT B.2

View at 100% or Larger

MICHIGAN DEPARTMENT OF COMMUNITY HEALTH

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Of

Use **WHOLE DOLLARS Only**

PROGRAM Michigan Pregnancy & Parenting Support Services		BUDGET PERIOD From: Oct. 1, 2013 To: Jan. 31, 2015		DATE PREPARED 9/2/14
CONTRACTOR NAME Real Alternatives		BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT		AMENDMENT # 1
1. SALARY & WAGES:	POSITION DESCRIPTION	COMMENTS	POSITIONS REQUIRED	TOTAL SALARY
	President & CEO			\$ 18,000
	Director of Finance			\$ 4,200
	Assistant Director of Finance			\$ 4,000
	Accountant			\$ 5,100
	Bookkeeper			\$ 3,500
	Accrued Vac & Sick			\$ 238
1. TOTAL SALARY & WAGES:			0.000	\$ 35,038
2. FRINGE BENEFITS: (Specify)				
<input checked="" type="checkbox"/> FICA	<input checked="" type="checkbox"/> LIFE INS	<input checked="" type="checkbox"/> DENTAL INS		
<input checked="" type="checkbox"/> UNEMPL	<input checked="" type="checkbox"/> VISION	<input checked="" type="checkbox"/> WORK COMP		
<input checked="" type="checkbox"/> OY INS	<input checked="" type="checkbox"/> HEARING			
<input checked="" type="checkbox"/> RETIREM	<input type="checkbox"/> INS			
<input checked="" type="checkbox"/> ENT	<input type="checkbox"/> OTHER:spec			
<input checked="" type="checkbox"/> HOSPITA	<input type="checkbox"/> Ify-			
<input checked="" type="checkbox"/> L INS				
2. TOTAL FRINGE BENEFITS:			\$	10,010
3. TRAVEL: (Specify if category exceeds 10% of Total Expenditures)				
				\$3,500
3. TOTAL TRAVEL:			\$	3,500
4. SUPPLIES & MATERIALS: (Specify if category exceeds 10% of Total Expenditures)				
Office Expense				\$ 14,748
Computer Resources				\$ 20,000
4. TOTAL SUPPLIES & MATERIALS:			\$	34,748
5. CONTRACTUAL: (Subcontracts/Subrecipients)				
Name	Address	Amount		
Consulting		\$ 6,000		
Legal Consulting		\$ 1,200		
5. TOTAL CONTRACTUAL:			\$	7,200
6. EQUIPMENT: (Specify)				
			Amount	
6. TOTAL EQUIPMENT:			\$	-
7. OTHER EXPENSES: (Specify if category exceeds 10% of Total Expenditures)				
Communication:			Amount	
Space Cost:	Rent / Telephone	\$ 7,000		
Others (explain):	Business Insur + Ofc & Directors Insurance	\$ 1,100		
	Audit	\$ 5,000		
	Equip. Service Contract	\$ 500		
	Professional Development	\$ 624		
	Job Advertising / Employee Screening	\$ 280		
7. TOTAL OTHER EXPENSES:			\$	14,504
8. TOTAL DIRECT EXPENDITURES: (Sum of Totals 1-7)			\$	105,000
9. INDIRECT COST CALCULATIONS:				
Rate #1 Base \$	x Rate	=	\$	-
Rate #2 Base \$	x Rate	=	\$	-
9. TOTAL INDIRECT EXPENDITURES:			\$	-
10. TOTAL ALL EXPENDITURES: (Sum of lines 8-9)			\$	105,000
AUTHORITY: P.A. 308 of 1978		The Department of Community Health is an equal opportunity employer, services and programs provider.		
COMPLETION: Is Voluntary, but is required as a condition of funding.				
DCH-0386(E) (Rev. 06/07) (EXCEL) Previous Edition Obsolete		Use Additional Sheets as Needed		

PROGRAM BUDGET - COST DETAIL SCHEDULE

ATTACHMENT B.2

View at 100% or Larger

MICHIGAN DEPARTMENT OF COMMUNITY HEALTH

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Of

Use **WHOLE DOLLARS** Only

PROGRAM Michigan Pregnancy & Parenting Support Services		BUDGET PERIOD From: 10/1/13 To: 1/31/2015		DATE PREPARED 9/2/14
CONTRACTOR NAME Real Alternatives		BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT		AMENDMENT # 1
1. SALARY & WAGES:	POSITION DESCRIPTION	COMMENTS	POSITIONS REQUIRED	TOTAL SALARY
	Vice President			\$ 13,000
	Service Provider Approval			\$ 3,100
	Quality Control Coordinator			\$ 4,700
	Service Provider Monitoring			\$ 2,000
	Toll Free			\$ 670
	Accrued Vac & Sick			\$ 118
1. TOTAL SALARY & WAGES:			0.000	\$ 23,588
2. FRINGE BENEFITS: (Specify)				
<input checked="" type="checkbox"/> FICA <input checked="" type="checkbox"/> UNEMPL <input checked="" type="checkbox"/> DY INS <input checked="" type="checkbox"/> RETIREM <input checked="" type="checkbox"/> HLT <input checked="" type="checkbox"/> HOSPITA <input checked="" type="checkbox"/> L INS	<input checked="" type="checkbox"/> LIFE INS <input checked="" type="checkbox"/> VISION INS <input type="checkbox"/> HEARING <input checked="" type="checkbox"/> INS <input type="checkbox"/> OTHER:spec ify-	<input checked="" type="checkbox"/> DENTAL INS <input checked="" type="checkbox"/> WORK/COMP		\$ 6,236
2. TOTAL FRINGE BENEFITS:			\$	6,236
3. TRAVEL: (Specify if category exceeds 10% of Total Expenditures)				
				\$ 7,400
3. TOTAL TRAVEL:			\$	7,400
4. SUPPLIES & MATERIALS: (Specify if category exceeds 10% of Total Expenditures)				
Client Education Materials				\$ 6,000
Pregnancy Test Kits				\$ 10,500
4. TOTAL SUPPLIES & MATERIALS:			\$	16,500
5. CONTRACTUAL: (Subcontracts/Subrecipients)				
Name	Amount			
Client Services	\$	501,276		
Database Consulting	\$	6,000		
5. TOTAL CONTRACTUAL:			\$	507,276
6. EQUIPMENT: (Specify)				
			Amount	
6. TOTAL EQUIPMENT:			\$	-
7. OTHER EXPENSES: (Specify if category exceeds 10% of Total Expenditures)				
Communication:			Amount	
Space Cost:	Services Advertising	\$	13,000	
Others (explain):	Toll Free Referral System	\$	1,000	
	Contract Closeout Cost	\$	20,000	
7. TOTAL OTHER EXPENSES:			\$	34,000
8. TOTAL DIRECT EXPENDITURES: (Sum of Totals 1-7)		8. TOTAL DIRECT EXPENDITURES:		
		\$	595,000	
9. INDIRECT COST CALCULATIONS:				
Rate #1 Base \$	x Rate	0.00%	=	\$ -
Rate #2 Base \$	x Rate	0.00%	=	\$ -
9. TOTAL INDIRECT EXPENDITURES:			\$	-
10. TOTAL ALL EXPENDITURES: (Sum of lines 8-9)		10. TOTAL ALL EXPENDITURES:		
		\$	595,000	
AUTHORITY: P.A. 386 of 1970		The Department of Community Health is an equal opportunity employer, services and programs provider.		
COMPLETION: Is Voluntary, but is required as a condition of funding.		Use Additional Sheets as Needed		
DCH-0386(12) (Rev. 05/07) (EXCEL) Previous Edition Obsolete				

ATTACHMENT C

PERFORMANCE / PROGRESS REPORT REQUIREMENTS

- A. The Contractor shall submit the following reports on the following dates:
1. 1st Quarter Period 10/1/13 - 12/31/13 - Due 2/14/14
 2. 2nd Quarter Period 1/1/14 - 3/31/14 - Due 5/15/14
 3. 3rd Quarter Period 4/1/14 - 6/30/14 - Due 8/15/14
 4. 4th Quarter Period 7/1/14 - 9/30/14 - Due 11/14/14
 5. 5th Quarter Period 10/1/14 - 12/31/14 - Due 1/31/15
 6. Monthly Period 1/1/15 - 1/31/15 - Due 2/28/15
- B. Any such other information as specified in the Statement of Work, Attachment A shall be developed and submitted by the Contractor as required by the Contract Manager.
- C. Reports and information shall be submitted to the Contract Manager at:
- Brenda Fink, Director
Family and Community Health Division
Michigan Department of Community Health
109 W. Michigan
Lansing, MI 48913
- D. The Contract Manager shall evaluate the reports submitted as described in Attachment C, Items A. and B. for their completeness and adequacy.
- E. The Contractor shall permit the Department or its designee to visit and to make an evaluation of the project as determined by Contract Manager.

EXHIBIT F

**Grant Agreement Between
Michigan Department of Health and Human Services
hereinafter referred to as the "Department"**

and

**Real Alternatives
7810 Allentown Blvd Suite 304
Harrisburg PA 17112**

**Federal I.D.#: 23-2868660, DUNS#:
hereinafter referred to as the "Grantee"**

for

Pregnancy and Parenting Support Services Program - 2018

Part I

1. Period of Agreement:

This agreement will commence on October 1, 2017, and continue through September 30, 2018. No service will be provided and no costs to the state will be incurred prior to October 1, 2017 of the Agreement. Through the Agreement October 1, 2017 shall be referred to as the begin date. This agreement is in full force and effect for the period specified.

2. Program Budget and Agreement Amount:

A. Agreement Amount

The total amount of this agreement is \$650,000.00. The Department under the terms of this agreement will provide funding not to exceed \$650,000.00.

The grant agreement is designated as a:

- ☒ Subrecipient relationship; or
☐ Recipient relationship (non-federal funding).

The grant agreement is designated as:

- ☐ Research and development project; or
☒ Not a research and development project.

B. Equipment Purchases and Title

Any Grantee equipment purchases supported in whole or in part through this agreement must be listed in the supporting Equipment Inventory Schedule. Equipment means tangible, non-expendable, personal property having a useful life of more than one year and an acquisition cost of \$5,000 or more per unit. Title to items having a unit acquisition cost of less than \$5,000 shall vest with the Grantee upon acquisition. The Department reserves the right to retain or transfer the title to all items of equipment having a unit acquisition cost of \$5,000 or more, to the extent that the Department's proportionate interest in such equipment supports such retention or transfer of title.

C. Deviation Allowance

A deviation allowance modifying an established budget category by \$10,000 or 15%, whichever is greater, is permissible without prior written approval of the Department. Any modification or deviations in excess of this provision, including any adjustment to the total amount of this agreement, must be made in writing and executed by all parties to this agreement before the modifications can be implemented. This deviation allowance does not authorize new categories, subcontracts, equipment items or positions not shown in the attached Program Budget Summary and supporting detail schedules.

3. Purpose:

The focus of the program is to provide pregnancy and parent support services to women and parents of infants to promote childbirth and alternatives to abortion.

4. Statement of Work:

The Grantee agrees to undertake, perform and complete the services described in Attachment A, which is part of this agreement through reference.

5. Financial Requirements:

The financial requirements shall be followed as described in Part II of this agreement and Attachments B, which are part of this agreement through reference.

6. Performance/Progress Report Requirements:

The progress reporting methods shall be followed as described in Part II and Attachment C, which are part of this agreement through reference.

7. General Provisions:

The Grantee agrees to comply with the General Provisions outlined in Part II and Attachment E, which are part of this agreement through reference.

8. Administration of the Agreement:

The person acting for the Department in administering this agreement (hereinafter referred to as the Contract Manager) is:

Paulette Dunbar Manager (517) 335-8903
dunbarp@michigan.gov

Name	Title	Telephone No.	Email Address
------	-------	---------------	---------------

9. Grantee's Financial Contact for the Agreement:

The person acting for the Grantee on the financial reporting for this agreement is:

Clifford McKeown Vice President

Name	Title
------	-------

ra-finance@comcast.net (717) 541-1112

E-Mail Address	Telephone No.
----------------	---------------

10. Special Conditions:

- A. This agreement is valid upon approval and execution by the Department which may be contingent upon approval by the State Administrative Board and Signature by the Grantee.
- B. This agreement is conditionally approved subject to and contingent upon the availability of funds.
- C. The Department will not assume any responsibility or liability for costs incurred by the Grantee prior to the signing of this agreement.
- D. The Grantee is required by PA 533 of 2004 to receive payments by electronic funds transfer.

11. Special Certification:

The individual or officer signing this agreement certifies by his or her signature that he or she is authorized to sign this agreement on behalf of the responsible governing board, official or Grantee.

12. Signature Section:

FOR the GRANTEE

Real Alternatives

Name	Title	Date
------	-------	------

For the Michigan Department of Health and Human Services

Christine H. Sanches		12/06/2017
----------------------	--	------------

Christine H. Sanches, Director		Date
Bureau of Grants and Purchasing		

Part II
General Provisions

I. Responsibilities - Grantee

The Grantee in accordance with the general purposes and objectives of this agreement shall:

A. Publication Rights

1. Where the Grantee exclusively develops books, films, or other such copyrightable materials through activities supported by this agreement, the Grantee may copyright those materials. The materials that the Grantee copyrights cannot include service recipient information or personal identification data. Grantee grants the Department a royalty-free, non-exclusive and irrevocable license to reproduce, publish and use such materials copyrighted by the Grantee and authorizes others to reproduce and use such materials.
2. Any materials copyrighted by the Grantee or modifications bearing acknowledgment of the Department's name must be approved by the Department before reproduction and use of such materials. The State of Michigan may modify the material copyrighted by the Grantee and may combine it with other copyrightable intellectual property to form a derivative work. The State of Michigan will own and hold all copyright and other intellectual property rights in any such derivative work, excluding any rights or interest granted in this agreement to the Grantee. If the Grantee ceases to conduct business for any reason, or ceases to support the copyrightable materials developed under this agreement, the State of Michigan has the right to convert its licenses into transferable licenses to the extent consistent with any applicable obligations the Grantee has.
3. Give recognition to the Department in any and all publications, papers and presentations arising from the program and service contract herein; the Department will do likewise. Prior written authorization must be requested from the Department's Communication office.
4. Notify the Department's Bureau of Grants and Purchasing 30 days before applying to register a copyright with the U.S. Copyright Office. The Grantee must submit an annual report for all copyrighted materials developed by the Grantee through activities supported by this agreement and must submit a final invention statement and certification within 90 days of the end of the agreement period.
5. Not make any media releases related to this agreement, without prior written authorization from the Department's Communication office.

B. Fees

1. Guarantee that any claims made to the Department under this Agreement shall not be financed by any sources other than the Department under the terms of this Agreement. If funding is received through any other source, the Grantee agrees to budget the additional source of funds and reflect the source of funding on the Financial Status Report.
2. Make reasonable efforts to collect 1st and 3rd party fees, where applicable, and report those collections on the Financial Status Report. Any underrecoveries of otherwise available fees resulting from failure to bill for eligible services will be excluded from reimbursable expenditures.

C. Grant Program Operation

Provide the necessary administrative, professional, and technical staff for operation of the grant program. Obtain and maintain all necessary licenses, permits or other authorizations necessary for the performance of this Agreement.

D. Reporting

Utilize all report forms and reporting formats required by the Department at the effective date of this agreement, and provide the Department with timely review and commentary on any new report forms and reporting formats proposed for issuance thereafter.

E. Record Maintenance/Retention

Maintain adequate program and fiscal records and files, including source documentation, to support program activities and all expenditures made under the terms of this agreement, as required. Assure that all terms of the agreement will be appropriately adhered to and that records and detailed documentation for the grant project or grant program identified in this agreement will be maintained for a period of not less than three years from the date of termination, the date of submission of the final expenditure report or until litigation and audit findings have been resolved. This Section applies to Grantee, any parent, affiliate, or subsidiary organization of Grantee, and any subcontractor that performs Agreement Activities in connection with this Agreement.

F. Authorized Access

1. Permit within 10 calendar days of providing notification and at reasonable times, access by authorized representatives of the Department, Federal Grantor Agency, Inspector Generals, Comptroller General of the United States and State Auditor General, or any of their duly authorized representatives, to records, papers, files, documentation and personnel related to this agreement, to the extent authorized by applicable state or federal law, rule or regulation.
2. The rights of access in this section are not limited to the required

retention period but last as long as the records are retained.

3. Grantee must cooperate and provide reasonable assistance to authorized representatives of the Department and others when those individuals have access to Grantee's grant records.

G. Audits

This section only applies to Grantees designated as subrecipients by the Department (see Part I, Section 2. A.).

1. Required Audit or Audit Exemption Notice

Grantees must submit to the Department either a Single Audit, Financial Related Audit, or Audit Exemption Notice as described below. A Financial Related Audit is applicable to for-profit Grantees that are designated as subrecipients. If submitting a Single Audit or Financial Related Audit, Grantees must also submit a corrective action plan prepared in accordance with Title 2 Code of Federal Regulations, Section 200.511(c) for any audit findings that impacts the Department funded programs, and management letter (if issued) with a corrective action plan.

a. Single Audit

Grantees that are a state, local government, or non-profit organization that expend \$750,000 or more in federal awards during the Grantee's fiscal year, must submit a Single Audit to the Department, regardless of the amount of funding received from the Department. The Single Audit must comply with the requirements of Title 2 Code of Federal Regulations, Subpart F. The Single Audit reporting package must include all components described in Title 2 Code of Federal Regulations, Section 200.512 (c).

b. Financial Related Audit

Grantees that are for-profit organizations that expend \$750,000 or more in federal awards during the Grantee's fiscal year must submit either a financial related audit prepared in accordance with Government Auditing Standards relating to all federal awards; or an audit that meets the requirements contained in Title 2 Code of Federal Regulations, Subpart F, if required by the federal awarding agency.

c. Audit Exemption Notice

Grantees exempt from the Single Audit and Financial Related Audit requirements (a. and b. above) must submit an Audit Exemption Notice that certifies these exemptions. The template Audit Exemption Notice and further instructions are available at State of Michigan - MDHHS by selecting Inside

MDHHS – MDHHS Audit.

2. Financial Statement Audit

Grantees exempt from the Single Audit and Financial Related Audit requirements (that are required to submit an Audit Exemption Notice as described above) must also submit to the Department a Financial Statement Audit prepared in accordance with generally accepted auditing standards if the audit includes disclosures that may negatively impacts the Department funded programs including, but not limited to fraud, going concern uncertainties, financial statement misstatements, and violations of contract and grant provisions. If submitting a Financial Statement Audit, Grantees must also submit a corrective action plan for any audit findings that impacts the Department funded programs.

3. Due Date and Where to Send

The required audit and any other required submissions (i.e. corrective action plan, and management letter with a corrective action plan), and/or Audit Exemption Notice must be submitted to the Department within nine months after the end of the Grantee's fiscal year by e-mail at MDHHS-AuditReports@michigan.gov. The required submissions must be assembled in PDF files and compatible with Adobe Acrobat (read only). The subject line must state the agency name and fiscal year end. The Department reserves the right to request a hard copy of the audit materials if for any reason the electronic submission process is not successful.

4. Penalty

a. Delinquent Single Audit or Financial Related Audit

If the Grantee does not submit the required Single Audit or Financial Related Audit, including any management letter and applicable corrective action plan(s) within nine months after the end of the Grantee's fiscal year, the Department may withhold any payment from the Department to the Grantee an amount equal to five percent of the audit year's grant funding (not to exceed \$200,000) until the required filing is received by the Department. The Department may retain the amount withheld if the Grantee is more than 120 days delinquent in meeting the filing requirements. The Department may terminate the current grant if the Grantee is more than 180 days delinquent in meeting the filing requirements.

b. Delinquent Audit Exemption Notice

Failure to submit the Audit Exemption Notice, when required, may result in withholding payment from Department to Grantee an amount equal to one percent of the audit year's grant funding until the Audit Exemption Notice is received.

5. Other Audits

The Department or federal agencies may also conduct or arrange for “agreed upon procedures” or additional audits to meet their needs.

H. Subrecipient/Contractor Monitoring

When passing federal funds through to a subrecipient (if the agreement does not prohibit the passing of federal funds through to a subrecipient), the Grantee must:

1. Ensure that every subaward is clearly identified to the subrecipient as a subaward and includes the information required by 2 CFR 200.331 (a).
2. Evaluate each subrecipient’s risk for noncompliance as required by 2 CFR 200.331(b).
3. Ensure the subrecipient complies with all the requirements of the original grant.
4. Monitor the activities of the subrecipient as necessary to ensure that the subaward is used for authorized purposes, in compliance with federal statutes, regulations, and the terms and conditions of the subawards; that subaward performance goals are achieved; and that all monitoring requirements of 2 CFR 200.331(d) are met including reviewing financial and programmatic reports, following up on corrective actions, and issuing management decisions for audit findings.
5. Verify that every subrecipient is audited as required by Subpart F of 2 CFR 200.

The Grantee must develop a subrecipient monitoring plan that addresses the above requirements and provides reasonable assurance that the subrecipient administers federal awards in compliance with laws, regulations, and the provisions of contracts, and that performance goals are achieved. The subrecipient monitoring plan should include a risk-based assessment to determine the level of oversight, and monitoring activities, such as reviewing financial and performance reports, performing site visits, and maintaining regular contact with subrecipients.

The Grantee must establish requirements to ensure compliance for for-profit subrecipients as required by Title 2 (CFR), Section 200.501(h), as applicable. The Grantee must ensure that transactions with contractors comply with laws, regulations, and provisions of contracts or grant agreements in compliance with Title 2 CFR, Section 200.501(h), as applicable.

I. Notification of Modifications

Provide timely notification to the Department, in writing, of any action by its governing board or any other funding source that would require or result in significant modification in the provision of services, funding or compliance with operational procedures.

J. Software Compliance

Ensure software compliance and compatibility with the Department's data systems for services provided under this agreement including, but not limited to: stored data, databases, and interfaces for the production of work products and reports. All required data under this agreement shall be provided in an accurate and timely manner without interruption, failure or errors due to the inaccuracy of the Grantee's business operations for processing date/time data. All information systems, electronic or hard copy, that contain state or federal data must be protected from unauthorized access.

K. Human Subjects

Comply with Protection of Human Subjects Act, 45 CFR, Part 46. The Grantee agrees that prior to the initiation of the research, the Grantee will submit Institutional Review Board (IRB) application material for all research involving human subjects, which is conducted in programs sponsored by the Department or in programs which receive funding from or through the state of Michigan, to the Department's IRB for review and approval, or the IRB application and approval materials for acceptance of the review of another IRB. All such research must be approved by a federally assured IRB, but the Department's IRB can only accept the review and approval of another institution's IRB under a formally-approved IRB Authorization Agreement. The manner of the review will be agreed upon between the Department's IRB Signatory Official and the Grantee's IRB Signatory Official.

L. Mandatory Disclosures

1. Disclose to the Department in writing within 14 days of receiving notice of any litigation, investigation, arbitration, or other proceeding (collectively, "Proceeding") involving Grantee, a subcontractor, or an officer or director of Grantee or subcontract, or that arises during the term of this Agreement including:
 - a. All violations of federal and state criminal law involving fraud, bribery, or gratuity violations potentially affecting the agreement;
 - b. A criminal Proceeding;
 - c. A parole or probation Proceeding;
 - d. A Proceeding under the Sarbanes-Oxley Act;
 - e. A civil Proceeding involving:
 1. A claim that might reasonably be expected to adversely affect Grantee's viability or financial stability; or
 2. A governmental or public entity's claim or written allegation of fraud; or
 - f. A Proceeding involving any license that Grantee is required to possess in order to perform under this Agreement.

2. Notify the Department, at least 90 calendar days before the effective date, of a change in Grantee's ownership or executive management.

M. Statement of Work Progress Reports

Submit quarterly Statement of Work progress reports to the Department via the EGrAMS website by the 15th of the month following the end of the quarter and a final report by November 15th.

N. Conflict of Interest and Code of Conduct Standards

1. The Grantee is subject to the provisions of 1968 PA 317, as amended, 1973 PA 196, as amended, and Title 2 Code of Federal Regulations, Section 200.318 (c) (1) and (2).
2. The Grantee will uphold high ethical standards and is prohibited from:
 - a. Holding or acquiring an interest that would conflict with this Agreement;
 - b. Doing anything that creates an appearance of impropriety with respect to the award or performance of this Agreement;
 - c. Attempting to influence or appearing to influence any State employee by the direct or indirect offer of anything of value; or
 - d. Paying or agreeing to pay any person, other than employees and consultants working for Grantee, any consideration contingent upon the award of this Agreement.
3. Immediately notify the Department of any violation or potential violation of these standards. This Section applies to Grantee, any parent, affiliate, or subsidiary organization of Grantee, and any subcontractor that performs activities in connection with this agreement.

O. Travel Costs

1. Be reimbursed for travel cost (including mileage, meals, and lodging) budgeted and incurred related to services provided under this agreement.
2. If the Grantee has a documented policy related to travel reimbursement for employees and if the Grantee follows that documented policy, the Department will reimburse the Grantee for travel costs at the Grantee's documented reimbursement rate for employees. Otherwise, the State of Michigan travel reimbursement rate applies.
3. State of Michigan travel rates may be found at the following website:
http://www.michigan.gov/dtmb/0,5552,7-150-9141_13132-.00.html.

P. Federal Funding Accountability and Transparency Act (FFATA)

1. Complete and upload the FFATA Executive Compensation report to the EGrAMS agency profile if:
 - a. The grantee's federal revenue was 80% or more of the grantees annual gross revenue;

- b. Grantee's gross revenue from federal awards was \$25,000,000 or more; AND
 - c. The public does not have access to the information about executive officers compensation through periodic reports filed under Section 13(a) or 15 (d) of the Securities Exchange Act of 1934 or Section 6104 of the Internal Revenue Code of 1986.
2. FFATA Executive Compensation report template can be found in Attachment F or in the MI E-Grants documents.

Q Insurance Requirements

- 1. Maintain a minimum of the insurances or governmental self-insurances listed below and is responsible for all deductibles. All required insurance or self-insurance must:
 - a. Protect the State of Michigan from claims that may arise out of, are alleged to arise out of, or result from Grantee's or a subcontractor's performance;
 - b. Be primary and non-contributing to any comparable liability insurance (including self-insurance) carried by the State; and
 - c. Be provided by a company with an A.M. Best rating of "A" or better and a financial size of VII or better.
- 2. Insurance Types
 - a. Commercial General Liability Insurance or Governmental Self-Insurance: Except for Governmental Self—Insurance, policies must be endorsed to add "the State of Michigan, its departments, divisions, agencies, offices, commissions, officers, employees, and agents" as additional insureds using endorsement CG 2010 07 04 and CG 2037 07 04.

If the Grantee will deal with children, schools, or the cognitively impaired, coverage must not have exclusions or limitations related to sexual abuse and molestation liability.

 - b. Workers' Compensation Insurance or Governmental Self-Insurance: Coverage according to applicable laws governing work activities. Waiver of subrogation, except where waiver is prohibited by law.
 - c. Employers Liability Insurance or Governmental Self-Insurance
- 3. Grantees must require that subcontractors maintain the required insurances contained in this Section.
- 4. This Section is not intended to and is not to be construed in any manner as waiving, restricting or limiting the liability of the Grantee from any obligations under this agreement.
- 5. Each Party must promptly notify the other Party of any knowledge

regarding an occurrence which the notifying Party reasonably believes may result in a claim against either Party. The Parties must cooperate with each other regarding such claim.

II. Responsibilities - Department

The Department in accordance with the general purposes and objectives of this agreement will:

A. Reimbursement

Provide reimbursement in accordance with the terms and conditions of this agreement based upon appropriate reports, records, and documentation maintained by the Grantee.

B. Report Forms

Provide any report forms and reporting formats required by the Department at the effective date of this agreement, and provide to the Grantee any new report forms and reporting formats proposed for issuance thereafter at least 90 days prior to their required usage in order to afford the Grantee an opportunity to review and offer comment.

III. Assurances

The following assurances are hereby given to the Department:

A. Compliance with Applicable Laws

The Grantee will comply with applicable federal and state laws, guidelines, rules and regulations in carrying out the terms of this agreement. The Grantee will also comply with all applicable general administrative requirements, such as Title 2 Code of Federal Regulations (CFR) covering cost principles, grant/agreement principles, and audits, in carrying out the terms of this agreement. The Grantee will comply with all applicable requirements in the original grant awarded to the Department if the Grantee is a subgrantee. The Department may determine that the Grantee has not complied with applicable federal or state laws, guidelines, rules, and regulations in carrying out the terms of this agreement and may then terminate this agreement under Part II Section V.

B. Anti-Lobbying Act

The Grantee will comply with the Anti-Lobbying Act, 31 USC 1352 as revised by the Lobbying Disclosure Act of 1995, 2 USC 1601 et seq, and Section 503 of the Departments of Labor, Health and Human Services, and Education, and Related Agencies section of the FY 1997 Omnibus Consolidated Appropriations Act (Public Law 104-208). Further, the Grantee shall require that the language of this assurance be included in the award documents of all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

C. Non-Discrimination

1. In the performance of any contract or purchase order resulting herefrom, the Grantee agrees not to discriminate against any employee or applicant for employment or service delivery and access, with respect to their hire, tenure, terms, conditions or privileges of employment, programs and services provided or any matter directly or indirectly related to employment, because of race, color, religion, national origin, ancestry, age, sex, height, weight, marital status, physical or mental disability unrelated to the individual's ability to perform the duties of the particular job or position or to receive services. The Grantee further agrees that every subcontract entered into for the performance of any contract or purchase order resulting herefrom will contain a provision requiring non-discrimination in employment, service delivery and access, as herein specified binding upon each subcontractor. This covenant is required pursuant to the Elliot-Larsen Civil Rights Act, 1976 PA 453, as amended, MCL 37.2201 et seq., and the Persons with Disabilities Civil Rights Act, 1976 PA 220, as amended, MCL 37.1101 et seq., and any breach thereof may be regarded as a material breach of the contract or purchase order.
2. The Grantee will comply with all federal statutes relating to nondiscrimination. These include but are not limited to:
 - a. Title VI of the Civil Rights Act of 1964 (P.L. 88-352) which prohibits discrimination on the basis of race, color or national origin;
 - b. Title IX of the Education Amendments of 1972, as amended (20 U.S.C. §§1681-1683, and 1685-1686), which prohibits discrimination on the basis of sex;
 - c. Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. §794), which prohibits discrimination on the basis of disabilities;
 - d. The Age Discrimination Act of 1975, as amended (42 U.S.C. §§6101-6107), which prohibits discrimination on the basis of age;
 - e. The Drug Abuse Office and Treatment Act of 1972 (P.L. 92-255), as amended, relating to nondiscrimination on the basis of drug abuse;
 - f. The Comprehensive Alcohol Abuse and Alcoholism Prevention, Treatment and Rehabilitation Act of 1970 (P.L. 91-616) as amended, relating to nondiscrimination on the basis of alcohol abuse or alcoholism;
 - g. §§523 and 527 of the Public Health Service Act of 1912 (42 U.S.C. §§290 dd-3 and 290 ee 3), as amended, relating to

- confidentiality of alcohol and drug abuse patient records;
 - h. Any other nondiscrimination provisions in the specific statute(s) under which application for federal assistance is being made; and
 - i. The requirements of any other nondiscrimination statute(s) which may apply to the application.
3. Additionally, assurance is given to the Department that proactive efforts will be made to identify and encourage the participation of minority-owned and women- owned businesses, and businesses owned by persons with disabilities in contract solicitations. The Grantee shall incorporate language in all contracts awarded: (1) prohibiting discrimination against minority-owned and women-owned businesses and businesses owned by persons with disabilities in subcontracting; and (2) making discrimination a material breach of contract.

D. Debarment and Suspension

The Grantee will comply with Federal Regulation, 2 CFR part 180 and certifies to the best of its knowledge and belief that it, its employees and its subcontractors:

1. Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or contractor;
2. Have not within a three-year period preceding this agreement been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction; violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
3. Are not presently indicted or otherwise criminally or civilly charged by a government entity (federal, state or local) with commission of any of the offenses enumerated in section 2; and
4. Have not within a three-year period preceding this agreement had one or more public transactions (federal, state or local) terminated for cause or default.

E. Federal Requirement: Pro-Children Act

1. The Grantee will comply with Public Law 103-227, also known as the Pro-Children Act of 1994, 20 USC 6091 et seq, which requires that smoking not be permitted in any portion of any indoor facility owned or leased or contracted by and used routinely or regularly for the provision of health, day care, early childhood development services, education or library services to children under the age of 18, if the services are

funded by federal programs either directly or through state or local governments, by federal grant, contract, loan or loan guarantee. The law also applies to children's services that are provided in indoor facilities that are constructed, operated, or maintained with such federal funds. The law does not apply to children's services provided in private residences; portions of facilities used for inpatient drug or alcohol treatment; service providers whose sole source of applicable federal funds is Medicare or Medicaid; or facilities where Women, Infants, and Children (WIC) coupons are redeemed. Failure to comply with the provisions of the law may result in the imposition of a civil monetary penalty of up to \$1,000 for each violation and/or the imposition of an administrative compliance order on the responsible entity. The Grantee also assures that this language will be included in any subawards which contain provisions for children's services.

2. The Grantee also assures, in addition to compliance with Public Law 103-227, any service or activity funded in whole or in part through this agreement will be delivered in a smoke-free facility or environment. Smoking shall not be permitted anywhere in the facility, or those parts of the facility under the control of the Grantee. If activities or services are delivered in facilities or areas that are not under the control of the Grantee (e.g., a mall, restaurant or private work site), the activities or services shall be smoke-free.

F. Hatch Political Activity Act and Intergovernmental Personnel Act

The Grantee will comply with the Hatch Political Activity Act, 5 USC 1501-1509 and 7324-7328, and the Intergovernmental Personnel Act of 1970, as amended by Title VI of the Civil Service Reform Act, Public Law 95-454, 42 USC 4728 - 4763. Federal funds cannot be used for partisan political purposes of any kind by any person or organization involved in the administration of federally-assisted programs.

G. National Defense Authorization Act Employee Whistleblower Protections

The Grantee will comply with the National Defense Authorization Act "Pilot Program for Enhancement of Grantee Employee Whistleblower Protections".

1. This agreement and employees working on this agreement will be subject to the whistleblower rights and remedies in the pilot program on Grantee employee whistleblower protections established at 41 U.S.C. 4712 by section 828 of the National Defense Authorization Act for Fiscal Year 2012 and FAR 3.908.
2. The Grantee shall inform its employees in writing, in the predominant language of the workforce, of employee whistleblower rights and protections under 41 U.S.C. 4712, as described in section 3.908 of the Federal Acquisition Regulation.
3. The Grantee shall insert the substance of this clause, including this

paragraph (3), in all subcontracts over the simplified acquisition threshold.

H. Clean Air Act and Federal Water Pollution Control Act

The Grantee will comply with the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended.

- a. This agreement and anyone working on this agreement will be subject to the Clean Air Act and Federal Water Pollution Control Act and must comply with all applicable standards, orders or regulations issue pursuant to these Acts. Violations must be reported to the Department.

I. Subcontracts

For any subcontracted service, activity or product, the Grantee will ensure:

1. That a written subcontract is executed by all affected parties prior to the initiation of any new subcontract activity. Exceptions to this policy may be granted by the Department if the Grantee asks the Department in writing within 30 days of execution of the agreement.
2. That any executed subcontract to this agreement shall require the subcontractor to comply with all applicable terms and conditions of this agreement. In the event of a conflict between this agreement and the provisions of the subcontract, the provisions of this agreement shall prevail.

A conflict between this agreement and a subcontract, however, shall not be deemed to exist where the subcontract:

- a. Contains additional non-conflicting provisions not set forth in this agreement;
 - b. Restates provisions of this agreement to afford the Grantee the same or substantially the same rights and privileges as the Department; or
 - c. Requires the subcontractor to perform duties and/or services in less time than that afforded the Grantee in this agreement.
3. That the subcontract does not affect the Grantee's accountability to the Department for the subcontracted activity.
 4. That any billing or request for reimbursement for subcontract costs is supported by a valid subcontract and adequate source documentation on costs and services.
 5. That the Grantee will submit a copy of the executed subcontract if requested by the Department.

J. Procurement

Grantee will ensure that all purchase transactions, whether negotiated or advertised, shall be conducted openly and competitively in accordance with the principles and requirements of Title 2 Code of Federal Regulations, Part

200. Funding from this agreement shall not be used for the purchase of foreign goods or services. Records shall be sufficient to document the significant history of all purchases and shall be maintained for a minimum of three years after the end of the agreement period.

K. Health Insurance Portability and Accountability Act

To the extent that the Health Insurance Portability and Accountability Act (HIPAA) is applicable to the Grantee under this agreement, the Grantee assures that it is in compliance with requirements of HIPAA including the following:

1. The Grantee must not share any protected health information provided by the Department that is covered by HIPAA except as permitted or required by applicable law; or to a subcontractor as appropriate under this agreement.
2. The Grantee will ensure that any subcontractor will have the same obligations as the Grantee not to share any protected health data and information from the Department that falls under HIPAA requirements in the terms and conditions of the subcontract.
3. The Grantee must only use the protected health data and information for the purposes of this agreement.
4. The Grantee must have written policies and procedures addressing the use of protected health data and information that falls under the HIPAA requirements. The policies and procedures must meet all applicable federal and state requirements including the HIPAA regulations. These policies and procedures must include restricting access to the protected health data and information by the Grantee's employees.
5. The Grantee must have a policy and procedure to immediately report to the Department any suspected or confirmed unauthorized use or disclosure of protected health information that falls under the HIPAA requirements of which the Grantee becomes aware. The Grantee will work with the Department to mitigate the breach, and will provide assurances to the Department of corrective actions to prevent further unauthorized uses or disclosures. The Department may demand specific corrective actions and assurances and the Grantee must provide the same to the Department.
6. Failure to comply with any of these contractual requirements may result in the termination of this agreement in accordance with Part II, Section V. Agreement Termination.
7. In accordance with HIPAA requirements, the Grantee is liable for any claim, loss or damage relating to unauthorized use or disclosure of protected health data and information, including without limitation the Department's costs in responding to a breach, received by the Grantee from the Department or any other source.

8. The Grantee will enter into a business associate agreement should the Department determine such an agreement is required under HIPAA.

L. Website Incorporation

The Department is not bound by any content on Grantee's website unless expressly incorporated directly into this Agreement. The Department is not bound by any end user license agreement or terms of use unless specifically incorporated in this agreement or any other agreement signed by the Department.

M. Survival

The provisions of this Agreement that impose continuing obligations will survive the expiration or termination of this Agreement.

N. Non-Disclosure of Confidential Information

1. The Grantee agrees that it will use Confidential Information solely for the purpose of this agreement. The Grantee agrees to hold all Confidential information in strict confidence and not to copy, reproduce, sell, transfer or otherwise dispose of, give or disclose such Confidential Information to third parties other than employees, agents, or subcontracts of a party who have a need to know in connection with this Agreement or to use such Confidential Information for any purpose whatsoever other than the performance of this Agreement. The Grantee must take all reasonable precautions to safeguard the Confidential Information. These precautions must be at least as great as the precautions the Grantee takes to protect its own confidential or proprietary information.

2. Meaning of Confidential Information

For the purpose of this Agreement the term "Confidential Information" means all information and documentation of a party that:

- a. Has been marked "confidential" or with words or similar meaning, at the time of disclosure by such party;
 - b. If disclosed orally or not marked "confidential" or with words of similar meaning, was subsequently summarized in writing by the disclosing party and marked "confidential" or with words of similar meaning;
 - c. Should reasonably be recognized as confidential information of the disclosing party;
 - d. Is unpublished or not available to the general public; or
 - e. Is designated by law as confidential.
3. The term "Confidential Information" does not include any information or documentation that was:
 - a. Subject to disclosure under the Michigan Freedom of Information Act (FOIA);

- b. Already in the possession of the receiving party without an obligation of confidentiality;
 - c. Developed independently by the receiving party, as demonstrated by the receiving party, without violating the disclosing party's proprietary rights;
 - d. Obtained from a source other than the disclosing party without an obligation of confidentiality; or
 - e. Publicly available when received or thereafter became publicly available (other than through an unauthorized disclosure by, through or on behalf of, the receiving part).
4. The Grantee must notify the Department within one (1) business day after discovering any unauthorized use or disclosure of Confidential Information. The Grantee will cooperate with the Department in every way possible to assist the Grantee regain possession of the Confidential Information and prevent further unauthorized use or disclosure.

IV. Financial Requirements

A. Operating Advance

An operating advance may be requested by the Grantee to assist with program operations. The request should be addressed to the Contract Manager identified in Part I, Item 8. The operating advance will be administered as follows:

1. The advance amount requested must be reasonable in relationship to the program requirements, billing cycle, etc.; and in no case may the advance exceed the amount required for 60 days operating expense. Operating advances will be monitored and adjusted by the Department according to total Department agreement amount.
2. The advance must be recorded as an account payable to the Department in the Grantee's financial records. The operating advance payable must remain in the Grantee's financial records until fully recovered by the Department.
3. The monthly Financial Status Report (FSR) reimbursement for actual expenditures by the Department should be used by the Grantee to replenish the operating advance used for program operations.
4. The advance must be returned to the Department within 30 days of the end date of this agreement unless the Grantee has a recurring agreement with the Department, and may not be held pending agreement audit. Subsequent Department agreements may be withheld pending recovery of the outstanding advance from a prior agreement. If the Grantee has a recurring agreement with the Department, the Department requires an annual confirmation of the outstanding operating advance.

The Department may obtain the Michigan Department of Treasury's assistance in collecting outstanding operating advances. The Department will comply with the Michigan Department of Treasury's Due Process procedures prior to forwarding claims to Treasury. Specific Due Process procedures include the following:

- a. Department offer of a hearing to dispute the debt, identifying the time, place and date of such hearing.
 - b. A hearing by an impartial official.
 - c. An opportunity for the Grantee to examine department's associated records.
 - d. An opportunity for the Grantee to present evidence in person or in writing.
 - e. A hearing official with full authority to correct errors and make a decision not to forward debt to Treasury.
 - f. Grantee representation by an attorney and presentation of witnesses if necessary.
5. At the end of either the agreement period or Department's fiscal year, whichever is first, the Grantee must respond to the Department's request for confirmation of the operating advance. Failure to respond to the confirmation request may result in the Department recovering all or part of an outstanding operating advance.

B. Reimbursement Method

The Grantee will be reimbursed in accordance with the staffing grant reimbursement method as follows:

Reimbursement from the Department is based on the understanding that Department funds will be paid up to the total Department allocation as agreed to in the approved budget. Department funds are first source after the application of fees and earmarked sources unless a specific local match condition exists.

C. Financial Status Report Submission

Financial Status Reports (FSRs) shall be prepared and submitted electronically to the Department via the website <http://egram-mi.com/dch>.

FSRs must be submitted on a monthly basis, no later than 30 days after the close of each calendar month. The monthly FSRs must reflect total actual program expenditures, regardless of the source of funds.

Failure to meet financial reporting responsibilities as identified in this agreement may result in withholding future payments.

By submitting the FSR the individual is certifying to the best of their knowledge and belief that the report is true, complete and accurate and the expenditures, disbursements, and cash receipts are for the purposes and objectives set forth in the terms and conditions of this agreement. The individual submitting the

FSR should be aware that any false, fictitious, or fraudulent information, or the omission of any material facts, may subject them to criminal, civil or administrative penalties for fraud, false statements, false claims or otherwise.

The instructions for completing the FSR form are available on the website <http://egram-mi.com/dch>. Send FSR questions to FSRMDHHS@michigan.gov.

D. Reimbursement Mechanism

All Grantees must sign up through the on-line vendor registration process to receive all State of Michigan payments as Electronic Funds Transfers (EFT)/Direct Deposits, as mandated by MCL 18.1283a. Vendor registration information is available through the Department of Technology Management and Budget's website.

E. Final Obligations and Financial Status Reporting Requirements

1. Obligation Report

The Obligation Report, based on annual guidelines, must be submitted by the due date using the format provided by the Department's Accounting Division. The Grantee must provide an estimate of total expenditures for the entire agreement period. The information on the report will be used to record the Department's year-end accounts payables and receivables for this agreement.

2. Department-wide Payment Suspension

A temporary payment suspension is in effect on agreements during the department's year-end closing period beginning September 20 until mid-November. FSRs through the August period should be submitted by September 13 to ensure payment prior to the payment suspension period.

3. Final FSRs

Final FSRs are due 60 days following the end of the fiscal year or agreement period. The final FSR must be clearly marked "Final." Final FSRs not received by the due date may result in the loss of funding requested on the Obligation Report and may result in the potential reduction in the subsequent year's agreement amount.

F. Unobligated Funds

Any unobligated balance of funds held by the Grantee at the end of the agreement period will be returned to the Department within 30 days of the end of the agreement or treated in accordance with instructions provided by the Department.

G. Indirect Costs

The Grantee is allowed to use an approved federal indirect rate in their budget calculations and financial status reporting. If the Grantee does not have an existing approved federal indirect rate, they may use a 10% de minimis rate in

accordance with Title 2 Code of Federal Regulations (CFR) Part 200 to recover their indirect costs. Approved indirect rates will appear on Attachment 1.

V. Agreement Termination

The Department may cancel this agreement without further liability or penalty to the Department for any of the following reasons:

- A. This agreement may be terminated by either party by giving 30 days written notice to the other party stating the reasons for termination and the effective date.
- B. This agreement may be terminated on 30 days prior written notice upon the failure of either party to carry out the terms and conditions of this agreement, provided the alleged defaulting party is given notice of the alleged breach and fails to cure the default within the 30 day period.
- C. This agreement may be terminated immediately if the Grantee or an official of the Grantee or an owner is convicted of any activity referenced in Section III.D. of this agreement during the term of this agreement or any extension thereof.

VI. Stop Work Order

The Department may suspend any or all activities under this Agreement at any time. The Department will provide the Grantee with a written stop order detailing the suspension. Grantee must comply with the stop work order upon receipt. The Department will not pay for Activities, Grantee's lost profits, or any additional compensation during a stop work period.

VII. Final Reporting Upon Termination

Should this agreement be terminated by either party, within 30 days after the termination, the Grantee shall provide the Department with all financial, performance and other reports required as a condition of this agreement. The Department will make payments to the Grantee for allowable reimbursable costs not covered by previous payments or other state or federal programs. The Grantee shall immediately refund to the Department any funds not authorized for use and any payments or funds advanced to the Grantee in excess of allowable reimbursable expenditures.

VIII. Severability

If any part of this Agreement is held invalid or unenforceable, by any court of competent jurisdiction, that part will be deemed deleted from this Agreement and the severed part will be replaced by agreed upon language that achieves the same or similar objectives. The remaining Agreement will continue in full force and effect.

IX. Waiver

Failure to enforce any provision of this Agreement will not constitute a waiver.

X. Amendments

Any changes to this agreement will be valid only if made in writing and accepted by all parties to this agreement. Any change proposed by the Grantee which would affect the Department funding of any project, in whole or in part in Part I, Section 2.C. of the agreement, must be submitted in writing to the Department for approval immediately upon determining the need for such change. The Grantee shall, upon request of the Department and receipt of a proposed amendment, amend this Agreement.

XI. Liability

All liability to third parties, loss, or damage as a result of claims, demands, costs, or judgments arising out of activities, such as direct service delivery, to be carried out by the Grantee in the performance of this agreement shall be the responsibility of the Grantee, and not the responsibility of the Department, if the liability, loss, or damage is caused by, or arises out of, the actions or failure to act on the part of the Grantee, any subcontractor, anyone directly or indirectly employed by the Grantee, provided that nothing herein shall be construed as a waiver of any governmental immunity that has been provided to the Grantee or its employees by statute or court decisions. The Department is not liable for consequential, incidental, indirect or special damages, regardless of the nature of the action.

XII. State of Michigan Agreement

This is a State of Michigan Agreement and must be exclusively governed by the laws and construed by the laws of Michigan, excluding Michigan's choice-of-law principle. All claims related to or arising out of this agreement, or its breach, whether sounding in contract, tort, or otherwise, must likewise be governed exclusively by the laws of Michigan, excluding Michigan's choice-of-law principles. Any dispute as a result of this agreement shall be resolved in the State of Michigan.

A Attachment A - Statement of Work

Objective :	1. Assist pregnant women in Michigan to maintain pregnancy and achieve positive healthy pregnancy outcomes through provision of pregnancy support services and referrals to care.
Activity :	a. Provide compassionate, caring and free services through approved life-affirming pregnancy support centers, social service agencies, maternity homes and adoption agencies
Responsible Staff :	Vendors: Real Alternatives Service Provider Contractors
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Some of the current Service Provider Contractors will activate more inactive sites and/or open new sites. New potential Service Provider Contractors will choose to submit to the approval process to become approved Service Provider Contractors in the Program.
Measurement :	Increase to 15 - 20 active Service Provider Contractor sites.
Activity :	b. An evaluation of the client's needs is made by the counselor during the counseling sessions.
Responsible Staff :	Vendors: Real Alternatives Service Provider Contractors
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Counselors will provide core services consisting of life-affirming information and counseling and necessary support services and related support services.
Measurement :	Number of clients who feel supported will be in the 90-100% range.
Activity :	c. Provide pregnancy and parenting support services support utilizing trained crisis intervention counselors (degreed, non-degreed and volunteers)
Responsible Staff :	Vendors: Real Alternatives Service Provider Contractors
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Each counselor must certify that they are degreed, or have received training through their Service Provider Contractor organization in pregnancy and parenting support counseling.
Measurement :	No counselor is able to access the billing portion of the system and therefore are unable to submit bills for reimbursement for services without this required certification. This is tested at annual Site Monitorings.
Activity :	d. Provide referrals to other available community services to support pregnant woman who are experiencing unplanned/crisis pregnancies, including referrals for prenatal and pediatric care, medical care, social services, and other supports as required and available.
Responsible Staff :	Vendors: Real Alternatives Service Provider Contractors
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Every Service Provider Contractor organization must maintain and use a pro-life referral list.
Measurement :	This is tested at annual Site Monitorings.
Activity :	e. Ensure client feedback is obtained to assure client support during crisis and counseling interventions.
Responsible Staff :	Vendors: Real Alternatives Service Provider Contractors
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Clients will feel supported through the services rendered by the Service Provider Contractor organization counselors.
Measurement :	The number of clients who feel supported will be in the 90 - 100% range.
Objective :	2. Assist new Michigan mothers establish positive parenting practices through provision of parenting support services.

Activity :	a. Provide counseling and parenting education and referrals to pediatric care, social services, child care, financial support, housing, education for improving skills or obtaining a GED, job service and vocational training programs
Responsible Staff :	Vendors: Real Alternatives Service Provider Contractors
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Program counselors will provide counseling and classes on pregnancy and parenting skills topics, in addition to referring clients to other community services.
Measurement :	By the number of clients who visit or plan to visit a healthcare professional for pre-natal care; who take their child for pediatric appointments; and whose children have up-to-date immunizations.
Activity :	b. Provide parenting support utilizing trained counselors (degreed, non-degreed and volunteers)
Responsible Staff :	Vendors: Real Alternatives Service Provider Contractors
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Each counselor must certify that they are degreed, or have received training through their Service Provider Contractor organization in pregnancy and parenting support counseling.
Measurement :	No counselor is able to access the billing portion of the system and therefore are unable to submit bills for reimbursement for services without this required certification. This is tested at annual Site Monitorings.
Objective :	3. Assist women in Michigan who thought they were experiencing an unplanned/crisis pregnancy, but who are found to be not pregnant
Activity :	a. Provide information on the risks of sexually transmitted diseases, relationship counseling, decision- making counseling, chastity information, teen pregnancy prevention programs, and other counseling to modify risk-taking behavior
Responsible Staff :	Vendors: Real Alternatives Service Provider Contractors
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Counselors will provide information on the advantages of abstinence to avoid unintended pregnancies and sexually transmitted diseases.
Measurement :	By the number of clients receiving abstinence/chastity skills counseling and classes.
Activity :	b. Provide services to women in this category utilizing trained counselors (degreed, non-degreed and volunteers)
Responsible Staff :	Vendors: Real Alternatives Service Provider Contractors
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Each counselor must certify that they are degreed, or have received training through their Service Provider Contractor organization in pregnancy and parenting support counseling.
Measurement :	No counselor is able to access the billing portion of the system and therefore are unable to submit bills for reimbursement for services without this required certification. This is tested at annual Site Monitorings.
Objective :	4. Serve approximately 2000 women and parents of infants at approximately 8000 visits.
Activity :	a. Provide services to women and families
Responsible Staff :	Vendors: Real Alternatives Service Provider Contractors
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Conduct limited Google Ads campaign to the extent of the advertising funding to inform Michigan women of the availability of pregnancy and parenting support program services.
Measurement :	Service Provider Contractors will serve at least 2000 women at approximately 8000 visits.

Objective :	5. Have Service Provider Contractors establish and maintain referral lists to life-affirming Michigan public and nonprofit organizations providing care to mothers and infants to assure ongoing care and services.
Activity :	<p>a. Each Service Provider Contractor organization must have the appropriate referral resources to serve clients with essential and beneficial referrals including:</p> <ul style="list-style-type: none"> i. Referrals for prenatal and pediatric care. ii. Referrals for medical care. iii. Referrals for social services organizations and support services such as: <ul style="list-style-type: none"> i. WIC, or other nutrition programs; MIHP, or other home visiting programs; local Department of Human Services; local health department; adoption agencies; child care; financial support; housing; education for improving skills or obtaining a GED; job service and vocational training programs; or transportation services as needed.
Responsible Staff :	Vendors: Real Alternatives / Real Alternatives Service Provider Contractors
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Every Service Provider Contractor organization must maintain and use a comprehensive pro-life referral list.
Measurement :	This is tested at annual Site Monitorings.
Activity :	b. Service Provider Contractor organizations are responsible to assure that referral sources are pro-life and continue to be pro-life.
Responsible Staff :	Vendors: Real Alternatives Service Provider Contractors
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Every Service Provider Contractor organization must maintain and use a comprehensive pro-life referral list.
Measurement :	This is tested at annual Site Monitorings.
Activity :	c. Service Provider Contractor organizations are responsible to evaluate referral organizations to assure they comply with life-affirming client service needs.
Responsible Staff :	Vendors: Real Alternatives Service Provider Contractors
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Every Service Provider Contractor organization must maintain and use a comprehensive pro-life referral list.
Measurement :	This is tested at annual Site Monitorings.
Objective :	6. Assure that program Service Provider Contractors meet the following criteria:

Activity :

- a. Are a nonprofit organization with 501 (c)3 tax exempt status
- b. Operate an alternatives to abortion program that has a stated policy of actively promoting childbirth instead of abortion
- c. Maintain a pro-life mission and agree not to promote, refer, or counsel abortion as an option to a crisis or unplanned pregnancy
- d. Are physically and financially separate from any entity that advocates, performs, counsels, or refers for abortion
- e. Understand that the funding for alternative to abortion services under this program does not include funding for the provision, referral, or advocacy of contraceptive services, drugs, or devices
- f. Provide core services consisting of information and counseling that promotes childbirth instead of abortion, and assists pregnant women in their decision regarding adoption or parenting
- g. Are nondiscriminatory
- h. Agree not to promote the teaching or philosophy of any religion or religious organization while providing program services to the client
- i. Have been in operation a minimum of one year providing core alternative to abortion services to women in a crisis pregnancy
- j. Provide abstinence education as the best and only method of avoiding unplanned pregnancies and sexually transmitted infections
- k. Agree to serve all eligible clients, including those with Limited English Proficiency
- l. Will annually verify that all staff and volunteers have current Michigan State Police and Child Abuse background check clearances
- m. Maintain client confidentiality
- n. Will submit their counselor training materials, and policies and procedures manual for evaluation
- o. Do not charge a fee for services to eligible clients.
- p. Provide handicapped accessible services.

Responsible Staff : Real Alternatives

Date Range : 10/01/2017 - 09/30/2018

Expected Outcome : Only Service Provider Contractors who have successfully completed an extensive Potential Service Provider Contractor Approval Process are permitted to participate in the Program.

Measurement : Through the extensive Potential Service Provider Contractor Approval Process.

Objective : 7. Assure Service Provider Contractor compliance with program policies and objectives, including:

Activity :

- a. Annual site monitoring of Service Provider Contractor sites performed
- b. Assure accurate record-keeping of client eligibility
- c. Assure accurate submission of billing forms
- d. Assure all services are provided in a respectful and non-judgmental manner
 - i. Assure all services are provided to eligible clients with limited English, hearing or visual capabilities
 - ii. Assure all services are provided with appropriate cultural sensitivities
- e. Assure financial accountability through program site monitoring
- f. Ongoing quality assurance measures performed

Responsible Staff : Real Alternatives

Date Range : 10/01/2017 - 09/30/2018

Expected Outcome : Real Alternatives will conduct annual Site Monitorings of every Service Provider Contractor organization in the Program.

Measurement : Results are reported and submitted to MI DHHS.

Objective : 8. Assure compliance with program reporting requirements. Quarterly Reports will, at a minimum, provide a total accounting of the following activities of the Service Provider Contractors:

Activity :

- a. Monitoring activities completed

Responsible Staff : Real Alternatives

Date Range : 10/01/2017 - 09/30/2018

Expected Outcome : Real Alternatives will conduct annual Site Monitorings of every Service Provider Contractor organization in the Program.

Measurement : Results are reported and submitted to MI DHHS.

Activity : b. Monitoring Report findings for each site monitored and subsequent corrective actions taken;
Responsible Staff : Real Alternatives
Date Range : 10/01/2017 - 09/30/2018
Expected Outcome : Real Alternatives will conduct annual Site Monitorings of every Service Provider Contractor organization in the Program.
Measurement : Results are reported and submitted to MI DHHS.

Activity : c. Technical assistance provided
Responsible Staff : Real Alternatives
Date Range : 10/01/2017 - 09/30/2018
Expected Outcome : Inform as to deficiencies; deductions for billing errors; Program retraining as required.
Measurement : Real Alternatives has and will continue to provide these services and more as necessary.

Activity : d. Follow-up on site monitoring findings for Service Provider Contractors
Responsible Staff : Real Alternatives
Date Range : 10/01/2017 - 09/30/2018
Expected Outcome : Real Alternatives will take all necessary deductions, and will require Service Provider Contractor organizations to comply with required compliance issues that may be detected on Site Monitorings.
Measurement : Whether or not deductions were taken and compliance occurred.

Activity : e. Direct service activities such as information/services provided or referrals made
Responsible Staff : Real Alternatives
Date Range : 10/01/2017 - 09/30/2018
Expected Outcome : Counselors are required to follow contract terms and conditions.
Measurement : Statistics provided in Quarterly Reports.

Activity : f. Significant Project(s) Status Report(s) including a brief narrative of projects described in the Work Plan, and any other significant projects or activities
Responsible Staff : Real Alternatives
Date Range : 10/01/2017 - 09/30/2018
Expected Outcome : Will be carried out throughout the term of the contract.
Measurement : Reported on in Quarterly Reports.

Activity : g. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by their county of residence, and their age reported by the following age groups:
1. Less than 16 years old;
2. 16 years old through 20 years old;
3. 21 years old through 25 years old;
4. 26 years old through 30 years old;
5. 31 years old through 35 years old;
6. 36 years old through 40 years old;
7. 41 years old through 45 years old;
8. 46 years old and older.
Responsible Staff : Real Alternatives
Date Range : 10/01/2017 - 09/30/2018
Expected Outcome : Continues throughout contract term.
Measurement : Reported on in Quarterly Reports.

Activity :	h. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by race, by county, by age (White, African American, Native American, Asian, multi-racial, unknown/not declared)
Responsible Staff :	Real Alternatives
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Continues throughout contract term.
Measurement :	Reported on in Quarterly Reports.
Activity :	i. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by ethnicity, by county, by age (Hispanic, non--Hispanic)
Responsible Staff :	Real Alternatives
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Continues throughout contract term.
Measurement :	Reported on in Quarterly Reports.
Activity :	j. The number of visits by pregnant women, non-pregnant women and parenting women (separate reports for each of these three client types), by county, by age. 1. Hotline calls from Michigan and number of subsequent referrals to Service Provider Contractors 2. Public Information activities in Michigan
Responsible Staff :	Real Alternatives
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Continues throughout contract term.
Measurement :	Reported on in Quarterly Reports.
Activity :	k. Report number of Service Provider Contractor referrals by type: 1. Prenatal care providers 2. Pediatric care providers
Responsible Staff :	Real Alternatives
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Continues throughout contract term.
Measurement :	Reported on in Quarterly Reports.
Activity :	l. Report of client outcomes 1. Number of clients indicating they are choosing childbirth 2. Number of clients who visited or are planning to visit a health care provider for prenatal care. 3. Number of clients who have taken their child to a pediatric appointment. 4. Number of clients with infants up to date in immunizations. 5. Number of clients who felt supported at the end of their counseling session.
Responsible Staff :	Real Alternatives
Date Range :	10/01/2017 - 09/30/2018
Expected Outcome :	Continues throughout contract term.
Measurement :	Reported on in Quarterly Reports.

B1 Attachment B1 - Program Budget Summary

PROGRAM Pregnancy and Parenting Support Services Program - 2018			DATE PREPARED 12/12/2017		
CONTRACTOR NAME Real Alternatives			BUDGET PERIOD From : 10/1/2017 To : 9/30/2018		
MAILING ADDRESS (Number and Street) 7810 Allentown Blvd Suite 304			BUDGET AGREEMENT <input checked="" type="checkbox"/> Original <input type="checkbox"/> Amendment		AMENDMENT # 0
CITY Harrisburg	STATE PA	ZIP CODE 17112	FEDERAL ID NUMBER 23-2868660		

	Category	Amount	Total
DIRECT EXPENSES			
Program Expenses			
1	Salary & Wages	63,500.00	63,500.00
2	Fringe Benefits	19,000.00	19,000.00
3	Travel	2,100.00	2,100.00
4	Supplies & Materials	28,200.00	28,200.00
5	Contractual	440,250.00	440,250.00
6	Equipment	0.00	0.00
7	Other Expense	96,950.00	96,950.00
Total Program Expenses		650,000.00	650,000.00
TOTAL DIRECT EXPENSES		650,000.00	650,000.00
INDIRECT EXPENSES			
Indirect Costs			
1	Indirect Costs	0.00	0.00
Total Indirect Costs		0.00	0.00
TOTAL INDIRECT EXPENSES		0.00	0.00
TOTAL EXPENDITURES		650,000.00	650,000.00

SOURCE OF FUNDS

	Category	Amount	Cash	Inkind	Total
1	Source of Funds				
	Fees and Collections	0.00	0.00	0.00	0.00
	State Agreement	650,000.00	0.00	0.00	650,000.00
	Local	0.00	0.00	0.00	0.00
	Federal	0.00	0.00	0.00	0.00
	Other	0.00	0.00	0.00	0.00
	Total Source of Funds	650,000.00	0.00	0.00	650,000.00
	Totals	650,000.00	0.00	0.00	650,000.00

B2 Attachment B2 - Program Budget - Cost Detail Schedule

	Line Item	Qty	Rate	Units	UOM	Total
DIRECT EXPENSES						
Program Expenses						
1	Salary & Wages					
	Chief Executive Officer Notes : President/CEO - Administrative expense	1.0000	20500.000	0.000		20,500.00
	Vice President - Administration Notes : Vice President - Administration - Administrative expense	1.0000	10000.000	0.000		10,000.00
	Accountant Notes : Accountant - Administrative expense	1.0000	2250.000	0.000		2,250.00
	Bookkeeper Notes : Bookkeeper - Administrative expense	1.0000	1250.000	0.000		1,250.00
	Vice President - Operations Notes : Vice President - Operations - Services expense	1.0000	17000.000	0.000		17,000.00
	Services Coordinator Notes : Services Coordinator - Services expense	1.0000	3000.000	0.000		3,000.00
	Services Assistance Notes : Services Assistance - Services expense	1.0000	2000.000	0.000		2,000.00
	Billing Coordinator Notes : Billing Coordinator	1.0000	2500.000	0.000		2,500.00
	Service Provider Monitoring Notes : Service Provider Monitoring - Services expense	1.0000	2750.000	0.000		2,750.00
	Service Provider Approval Notes : Service Provider Approval - Services Expense	1.0000	1750.000	0.000		1,750.00
	Hotline Counselor Notes : Hotline Counselor - Services expense	1.0000	500.000	0.000		500.00
Total for Salary & Wages						63,500.00
2	Fringe Benefits					
	All Composite Rate Notes : Fringe Benefits: All Composite Rate: Administrative expense:	0.0000	29.920	63500.000		19,000.00

	Line Item	Qty	Rate	Units	UOM	Total
	\$11,250 Services expense: \$7,750					
3	Travel					
	Travel					2,100.00
4	Supplies & Materials					
	Client Education Materials Notes : Other: Client Education Materials: Services expense	0.0000	0.000	0.000		14,000.00
	Pregnancy Test Kits Notes : Other: Pregnancy Test Kits: Services expense	0.0000	0.000	0.000		2,000.00
	Office Supplies Notes : Office Supplies: Administrative expense	0.0000	0.000	0.000		2,200.00
	Computer Notes : Computer: Services expense	0.0000	0.000	0.000		10,000.00
Total for Supplies & Materials						28,200.00
5	Contractual					
	Client Services Notes : Other: Client Services - Services expense Contact Details : Client Services partner agencies Partner agencies, Multiple cities,MI,48933, Phone : 1111111111	0.0000	0.000	0.000		440,250.00
6	Equipment					
7	Other Expense					
	Database Consulting Notes : Other: Database Consulting - Services expense	0.0000	0.000	0.000		5,000.00
	Services Advertising Notes : Other: Services Advertising - Services expense	0.0000	0.000	0.000		35,000.00
	Meetings Notes : Meetings - Services expense	0.0000	0.000	0.000		9,000.00
	Hotline Referral System Notes : Other: Hotline Referral System- Services expense	0.0000	0.000	0.000		500.00

	Line Item	Qty	Rate	Units	UOM	Total
	Contract Closeout Notes : Other: Contract Closeout - Services expense	0.0000	0.000	0.000		30,000.00
	Accounting Services Notes : Accounting Services (accounting and computer consulting services) - Administrative expense	0.0000	0.000	0.000		1,500.00
	Legal Fees Notes : Legal Fees - Administrative expense	0.0000	0.000	0.000		500.00
	Equipment Leasing Notes : Equipment Leasing (copier service contract) - Administrative expense	0.0000	0.000	0.000		750.00
	Audit Services Notes : Audit Services - Administrative expense	0.0000	0.000	0.000		2,000.00
	Space/Facility Costs Notes : Space/Facility Costs (rent and utilities) - Administrative expense	0.0000	0.000	0.000		7,500.00
	Business and Directors/Officers Insuranc Notes : Other: Business and Directors/Officers insurance - Administrative expense	0.0000	0.000	0.000		1,500.00
	Communication Costs Notes : Communication Costs (telephone, internet and postage) - Administrative expense	0.0000	0.000	0.000		3,000.00
	Professional Development/Job Advertising Notes : Other: Professional Development and Job Advertising: Professional Development: \$500 - Administrative expense Job Advertising: \$200 - Administrative expense	0.0000	0.000	0.000		700.00
Total for Other Expense						96,950.00
Total Program Expenses						650,000.00
TOTAL DIRECT EXPENSES						650,000.00
INDIRECT EXPENSES						

	Line Item	Qty	Rate	Units	UOM	Total
Indirect Costs						
1	Indirect Costs					
Total Indirect Costs						0.00
TOTAL INDIRECT EXPENSES						0.00
TOTAL EXPENDITURES						650,000.00

- B3 Attachment B3 - Equipment Inventory Schedule**
[Attachment B3 - Equipment Inventory Schedule](#)
- C Attachment C - Performance Report Requirements**
[Attachment C - Performance/Progress Report Requirements](#)
- E Attachment E - Program Requirements**
[Attachment E - Program Specific Requirements](#)

EXHIBIT G

Derman, Barbara (DHHS)

From: Hensler, Jeanette (DHHS)
Sent: Monday, February 08, 2016 1:48 PM
To: Derman, Barbara (DHHS)
Cc: Geist, Laura (DHHS)
Subject: FW: Budget Revision
Attachments: Michigan - Budget Revision at 2-4-16.xlsx

Importance: High

Hi Barbara,
Please see the note below from Real Alternatives. Please advise if you approve this change and my staff will put together an amendment.
Please let me know if you have any questions.

Thank you,
Jeanette Hensler
Bureau of Purchasing, Grants Section

From: Thomas A. Lang - Comcast IMAP [mailto:ra-operations@comcast.net]
Sent: Monday, February 8, 2016 12:40 PM
To: Hensler, Jeanette (DHHS) <HenslerJ1@michigan.gov>
Subject: Re: Budget Revision
Importance: High

Jeanette -

I've attached the Budget Revision. As you know, the original \$700,000 contract amount carries a 15% Admin Cost Ratio requirement, while the follow-on \$800,000 amount carries a 10% Admin Cost Ratio requirement. It is therefore necessary for us to clearly show when the \$700,000 is expended before we begin using the \$800,000 amount.

The purpose of the Budget Revision is to make the foregoing possible. All that we did was to move the remaining balance of the \$700,000 (just over \$50,000) into the Services Advertising line as we are in the process of running Google Ads in Michigan. The cost of those ads will pay down the balance of the \$700,000 very cleanly. All ongoing Program expenses will be charged to the \$800,000 contract amount.

Thank you for your hopeful prompt approval of the Budget Revision.

Tom

From: "Hensler, Jeanette (DCH)" <HenslerJ1@michigan.gov>
Date: Friday, February 5, 2016 at 6:34 AM
To: Thomas Lang <ra-operations@comcast.net>
Subject: RE: Budget Revision

Please send your budgets so we can review then and work on an amendment if appropriate.
Thank you,
Jeanette

From: Thomas A. Lang - Comcast IMAP [mailto:ra-operations@comcast.net]
Sent: Thursday, February 4, 2016 5:38 PM
To: Hensler, Jeanette (DHHS) <HenslerJ1@michigan.gov>

Subject: Re: Budget Revision
Importance: High

Jeanette -

In furtherance of my email from Tuesday, I wanted to let you know that we have prepared the Budget Revision that I mentioned. May I send it to you now for approval?

Thank you!
Tom

From: Thomas Lang <ra-operations@comcast.net>
Date: Tuesday, February 2, 2016 at 6:52 PM
To: "Hensler, Jeanette (DCH)" <HenslerJ1@michigan.gov>
Subject: Budget Revision

Jeanette -

I'm writing to inquire as to whether it would be possible for us to submit a Budget Revision and have it promptly approved for the following reason.

As you know, we are charged with spending down the original \$700,000 contract amount, which carries with it a 15% administrative cost ratio, before tapping in to the new \$800,000 contract amount as it carries a different admin cost ratio of 10%.

The only way that we can account for doing so properly is through a Budget Revision.

Please let me know as soon as possible as we are very close to spending the remainder of the \$700,000.

Thank you!

Tom Lang
Vice President of Operations
Real Alternatives

[illegible]

EXHIBIT H

Derman, Barbara (DHHS)

From: Derman, Barbara (DHHS)
Sent: Thursday, June 09, 2016 2:55 PM
To: Derman, Barbara (DHHS)
Subject: RE: Real Alternatives Budget Amendment

Hi Paulette,

I looked to see if you were around, then told him to just call me and I'd try to answer his questions or find out what he needed. He wanted to put all the \$50,000 into advertising (He was thanking us profusely for turning him on to Google Buys, which he attributes to significantly upping their calls and services!) Anyway, I told him that I was pretty sure you would not approve of all of it going to advertising, so he should split it up (remember they had their outreach/advertising line item in the services budget, not in their administration budget) So we'll see what he does...

What irony, given our experience with our outreach efforts and Communications!

Barbara (Quess) Derman, MSW

Public Health Consultant, Reproductive & Preconception Health
Michigan Department of Health and Human Services
PO Box 30195, 109 W. Michigan Ave., Lansing, Michigan 48909
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968
DermanB@michigan.gov

From: Derman, Barbara (DHHS)
Sent: Thursday, June 09, 2016 2:20 PM
To: 'Kevin I. Bagatta, Esquire' <ra-president@comcast.net>
Subject: RE: Real Alternatives Budget Amendment

Sure, perhaps I'll see if Paulette is available for a call, she may have more answers than I will on this

Barbara (Quess) Derman, MSW

Public Health Consultant, Reproductive & Preconception Health
Michigan Department of Health and Human Services
PO Box 30195, 109 W. Michigan Ave., Lansing, Michigan 48909
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968
DermanB@michigan.gov

From: Kevin I. Bagatta, Esquire [<mailto:ra-president@comcast.net>]
Sent: Thursday, June 09, 2016 2:18 PM
To: Derman, Barbara (DHHS) <DermanB@michigan.gov>
Subject: Re: Real Alternatives Budget Amendment

Could I call you real quick?
Kevin I. Bagatta, Esquire
President & CEO
Real Alternatives
7810 Allentown Blvd., Ste. 304
Harrisburg, PA 17112
717-541-7832

From: "Derman, Barbara (DHHS)" <DermanB@michigan.gov>
Date: Thursday, June 9, 2016 at 2:10 PM

Derman, Barbara (DHHS)

From: Dunbar, Paulette Dobynes (DHHS)
Sent: Thursday, June 09, 2016 2:43 PM
To: Derman, Barbara (DHHS)
Subject: Re: Real Alternatives Budget Amendment

Quess, Kevin was also asking about adding in an addition 350k for fy 17, I think. Pleases me sure that is what he is asking. If that is correct, he is not to put in another 350k for fy 17. The fy 17 budget has not been negotiated yet. No action is to be taken on any proposed funding from the Fy 17 budget planning.

Sent from my iPhone

On Jun 9, 2016, at 2:10 PM, Derman, Barbara (DHHS) <DermanB@michigan.gov> wrote:

Kevin,
I believe that is correct. The \$50,000 was to be incorporated into the FY2016. The last opportunity to amend contracts has been moved up and the approved changes needs to be submitted by June 17. The FY2017 allocation, whatever the final is would be added later.

Looks like they are moving your allocation from GF to TANF, which are Federal funds?

Barbara (Quess) Derman, MSW
Public Health Consultant, Reproductive & Preconception Health
Michigan Department of Health and Human Services
PO Box 30195, 109 W. Michigan Ave., Lansing, Michigan 48909
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968
DermanB@michigan.gov

From: Kevin I. Bagatta, Esquire [<mailto:ra-president@comcast.net>]
Sent: Thursday, June 09, 2016 1:38 PM
To: Derman, Barbara (DHHS) <DermanB@michigan.gov>; Thomas A. Lang, Esq. (ra-operations@comcast.net) <ra-operations@comcast.net>; Cliff <ra-finance@comcast.net>
Cc: Dunbar, Paulette Dobynes (DHHS) <dunbarp@michigan.gov>; Hensler, Jeanette (DHHS) <HenslerJ1@michigan.gov>
Subject: Re: Real Alternatives Budget Amendment

Quess,

Does this conference committee report effect the \$50,000 FY 15-16 money you want in our budget revision? See page

8: http://house.michigan.gov/hfa/PDF/Summaries/16h5274h2cr1_DHHS_Conference_Summary.pdf

Should we amend the agreement to extend it to 12-31-16, then add the \$350,000 TANF for January 1, 2017?

Kevin I. Bagatta, Esquire
President & CEO
Real Alternatives
7810 Allentown Blvd., Ste. 304
Harrisburg, PA 17112
717-541-7832

Derman, Barbara (DHHS)

From: Derman, Barbara (DHHS)
Sent: Thursday, June 09, 2016 3:09 PM
To: Kevin I. Bagatta, Esquire (ra-president@comcast.net); Thomas A. Lang, Esq. (ra-operations@comcast.net); Cliff
Cc: Dunbar, Paulette Dobynes (DHHS); Hensler, Jeanette (DHHS)
Subject: Real Alternatives Budget Amendment

Importance: High

Paulette just called me back and I told her what you wanted to do regarding splitting up the \$50,000 between services and outreach/advertising. She said that she thought it inappropriate to put more than 20% into advertising, should not be as high as 50% We should have most going to direct services. So please do that. Thanks, sorry for misleading you.

Barbara (Quess) Derman, MSW

Public Health Consultant, Reproductive & Preconception Health
Michigan Department of Health and Human Services
PO Box 30195, 109 W. Michigan Ave., Lansing, Michigan 48909
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968
DermanB@michigan.gov

From: Derman, Barbara (DHHS)
Sent: Thursday, June 09, 2016 2:20 PM
To: 'Kevin I. Bagatta, Esquire' <ra-president@comcast.net>
Subject: RE: Real Alternatives Budget Amendment

Sure, perhaps I'll see if Paulette is available for a call, she may have more answers than I will on this

Barbara (Quess) Derman, MSW

Public Health Consultant, Reproductive & Preconception Health
Michigan Department of Health and Human Services
PO Box 30195, 109 W. Michigan Ave., Lansing, Michigan 48909
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968
DermanB@michigan.gov

From: Kevin I. Bagatta, Esquire [<mailto:ra-president@comcast.net>]
Sent: Thursday, June 09, 2016 2:18 PM
To: Derman, Barbara (DHHS) <DermanB@michigan.gov>
Subject: Re: Real Alternatives Budget Amendment

Could I call you real quick?
Kevin I. Bagatta, Esquire
President & CEO
Real Alternatives
7810 Allentown Blvd., Ste. 304
Harrisburg, PA 17112
717-541-7832

From: "Derman, Barbara (DHHS)" <DermanB@michigan.gov>
Date: Thursday, June 9, 2016 at 2:10 PM
To: Kevin Bagatta <ra-president@comcast.net>, "Thomas A. Lang, Esq." <ra-operations@comcast.net>, "Clifford W. McKeown, Esq." <ra-finance@comcast.net>

Derman, Barbara (DHHS)

From: Kevin I. Bagatta, Esquire <ra-president@comcast.net>
Sent: Friday, June 10, 2016 3:58 AM
To: Derman, Barbara (DHHS); Dunbar, Paulette Dobyns (DHHS)
Cc: Hensler, Jeanette (DHHS); Thomas A. Lang, Esq.; Clifford W. McKeown, Esq.
Subject: FW: Real Alternatives Budget Amendment
Attachments: Real Alternatives Bud Rev Amendment 6-9-16 .pdf

Importance: High

From: Kevin Bagatta <ra-president@comcast.net>
Date: Thursday, June 9, 2016 at 4:56 PM
To: "Derman, Barbara (DHHS)" <DermanB@michigan.gov>, "Thomas A. Lang, Esq." <ra-operations@comcast.net>, "Clifford W. McKeown, Esq." <ra-finance@comcast.net>
Cc: "Dunbar, Paulette Dobyns (DCH)" <dunbarp@michigan.gov>, "Hensler, Jeanette (DCH)" <HenslerJ1@michigan.gov>
Subject: Re: Real Alternatives Budget Amendment

Here you go Quess. As discussed, we placed \$10,000 in advertising and \$40,000 in counseling.

Kevin
Kevin I. Bagatta, Esquire
President & CEO
Real Alternatives
7810 Allentown Blvd., Ste. 304
Harrisburg, PA 17112
717-541-7832

From: "Derman, Barbara (DHHS)" <DermanB@michigan.gov>
Date: Thursday, June 9, 2016 at 3:08 PM
To: Kevin Bagatta <ra-president@comcast.net>, "Thomas A. Lang, Esq." <ra-operations@comcast.net>, "Clifford W. McKeown, Esq." <ra-finance@comcast.net>
Cc: "Dunbar, Paulette Dobyns (DCH)" <dunbarp@michigan.gov>, "Hensler, Jeanette (DCH)" <HenslerJ1@michigan.gov>
Subject: Real Alternatives Budget Amendment

Paulette just called me back and I told her what you wanted to do regarding splitting up the \$50,000 between services and outreach/advertising. She said that she thought it inappropriate to put more than 20% into advertising, should not be as high as 50% We should have most going to direct services. So please do that. Thanks, sorry for misleading you.

Barbara (Quess) Derman, MSW
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Michigan Department of Health and Human Services
PO Box 30195, 109 W. Michigan Ave., Lansing, Michigan 48909
Phone: 517-335-8696 Fax: 517-335-8822 Cell: 517-449-5968
DermanB@michigan.gov

From: Derman, Barbara (DHHS)
Sent: Thursday, June 09, 2016 2:20 PM
To: 'Kevin I. Bagatta, Esquire' <ra-president@comcast.net>
Subject: RE: Real Alternatives Budget Amendment

EXHIBIT I

Proposed Adjustments to the Michigan Pregnancy and Parenting Support Program

Background

The Michigan Pregnancy and Parenting Support Services Program began in the fall of 2013. Initial service provider contact began in January 2014. One hundred and twenty-two potential service providers were invited to participate in the program if they could meet minimum requirements. Six interested service providers that met minimum program requirements were trained January 31, 2014 in the extensive approval process. The first approved service provider was signed its agreement with Real Alternatives on May 20, 2014.

To date, there are four service providers meeting Real Alternatives standards with 16 service provider sites. They are Women's Care Center with one site; Catholic Charities of Kalamazoo with one site; Catholic Charities of West Michigan with three sites; and Catholic Charities of Southeast Michigan with eleven sites.

All four service providers are submitting bills for the services they provide clients under the Michigan Pregnancy and Parenting Support Services Program. From May 2014 through December 2014, 688 women have been provided support services at 1,617 visits.

Client services ramp up under the Michigan program has been slower than what Real Alternatives has experienced in its Pennsylvania and Texas programs.

Adjustments to Program to Increase Client Services

The Real Alternatives Program Instructional Design (RAPID) system has successfully increased client services through a service provider fee-for-service reimbursement system. Service providers are reimbursed only upon serving clients. The more clients they serve, the more reimbursement they receive which provides the necessary resources to hire more counselors and open more sites, thereby serving more clients. This performance-based growth cycle has been successful in Pennsylvania and Texas for service providers that already have a large client base to begin with.

The current Michigan service providers have the sites but are limited with personnel. Catholic Charities for example, has many counselors providing various social services to clients, including pregnancy support services.

Conference calls with the Executive Directors confirmed the need to jump start the performance-based growth cycle. Real Alternatives has done this in the past

with great success with New Personnel Advancements, New Site Development Advancements and Client Advertising.

New Personnel Advancement

Real Alternatives would advance each service provider with \$37,500 of "counseling reimbursement" line funds in order to hire a new counselor. That new counselor would provide the increased capacity to serve more pregnant and parenting clients. The \$37,500 would be required to pay back Real Alternatives with services (per the Service Provider Agreement) or cash at the end of 9 months.

Catholic Charities of Kalamazoo, Catholic Charities of Southeast Michigan, and Women's Care Center Executive Directors agreed in concept to such a program. They also agreed that they could use that additional counselor. Women's Care Center would hire a Spanish speaking counselor with the funds.

The program has no downside. The service provider has increased capacity immediately to serve more clients. If the service provider does not provide the services to "pay back" the advancement, they pay it back financially. The program obviously benefits with the jump-start of the performance-based growth cycle. MDCH spends no additional money.

We propose allocating \$112,500 under the client services budget line towards new personnel advancement for the three service providers listed. These funds would be returned through services.

New Site Development Advancement

Another method used in the past by Real Alternatives to increase clients served, especially in underserved areas, is to provide new site development advancement. New Site Development Advancements are start-up funds used by service providers to open a new site in an underserved area. The new site allows more clients to be served. The New Site Development Advancement would also come from the "counseling reimbursement" line.

The city of Detroit is presently an underserved area in Michigan Pregnancy and Parenting Support Service Program. With the largest number of abortions in Michigan per year occurring in the Detroit area, this area obviously has many at risk clients for the program. Catholic Charities of Southeast Michigan expressed interest in opening a site in the area.

This \$50,000 advancement could be used for rent, telephone, electricity, insurance, and local advertising, etc for nine months. The service provider would pay the advancement funds back per month with services. After nine months, the

performance-based growth cycle of the RAPID system would provide the necessary resources to keep the site up and growing.

Client Advertising

Maximizing the use of the four services providers we have is the fastest way to increase client services under the program. We need to inform clients about these sixteen sites. A stronger advertising strategy is needed than the one originally proposed. Both the Pennsylvania and Texas program benefited from television advertising early in their programs. Real Alternatives did not originally propose television advertising because the total program amount was low and television advertising is expensive.

An alternative way to reach a local community relatively inexpensively is through bus advertising. Our client takes public transportation. People who know our potential client, take public transportation.

The following are the costs of inside the bus advertising for four regional bus companies where we have service providers. We propose signing 9 month agreements to get the most out of the advertising dollars. We would move \$68,000 out of the client services line to accomplish the buy. Advertising companies require fees to be paid up front. We propose using our usual bus card:



**Michigan Pregnancy and Parenting Support Services
Bus Ads Proposed Budget**

Services Location	Number of Buses (2 cards/bus)	2 Month Cost	6 month Cost	9 month Cost	12 month Cost	Annual Ridership
Detroit	75	\$10,000.00	\$27,000.00	\$40,500.00	\$48,600.00	6,400,000
Muskegon	15	\$180.00	\$486.00	\$729.00	\$913.00	700,000
Grand Rapids	102	\$4,080.00	\$12,240.00	\$18,360.00	\$24,480.00	8,000,000
Kalamazoo	42	\$1,680.00	\$5,040.00	\$7,560.00	\$10,080.00	3,000,000
Total	234	\$15,940.00	\$44,766.00	\$67,149.00	\$84,073.00	18,100,000

Second Potential Service Provider Invitation

With four service providers already having gone through the Real Alternatives Approval System, we plan on re-inviting the previous 114 potential service providers to participate in the program. This would also require an additional training for those who could meet the minimum requirements. With the 90 – 120 approval process, this second round of service provider solicitation would primarily impact services towards the end of the proposed contract extension period.

Conclusion

With these proposed adjustments, we believe that the increase in client services performance will expend the remainder of the original FY 13-14 appropriation by September 30, 2014.

The attached budget revision reflects these proposed adjustments and a contract end date of September 30, 2015. Obviously if these adjustments have a faster effect on performance, we could modify the program contract end date back and start the FY 14-15 follow on contract sooner.

EXHIBIT J

Derman, Barbara (DHHS)

From: Broessel, Kristi (DCH)
Sent: Friday, January 30, 2015 12:35 PM
To: Derman, Barbara (DHHS); Dunbar, Paulette Dobynes (DHHS)
Subject: RE: Proposed Program adjustments to MI PregnancyAnd Parenting Support Program

I concur with your comments and would like to discuss them in our meeting this afternoon with Real Alternatives.

From: Derman, Barbara (DCH)
Sent: Tuesday, January 27, 2015 1:40 PM
To: Broessel, Kristi (DCH); Dunbar, Paulette Dobynes (DCH)
Subject: RE: Proposed Program adjustments to MI PregnancyAnd Parenting Support Program
Importance: High

Hello Kristi,

Paulette and I had a conference call this morning to discuss our thoughts and comments about the Real Alternatives proposed amendment to the contract. Paulette is out of the office until the end of the week and wouldn't be available for a call until Friday. She suggested that you and I might want to talk about these issues. I am available for the rest of the afternoon today and tomorrow after noon. Also on Thursday except for 10:30 –noon. My phone number is 517-335-8696

Questions: First we had a couple to questions for you:

1. We were not sure if it is actually allowable to use funds allocated for client reimbursement to pay for staff, as an advance to be paid back in counseling services.
2. The same question would apply to allowable use of the funds allocated for client reimbursement to pay for rent, telephone, insurance, electricity, etc., as an advance to be paid back in counseling services.
3. Should these funds be moved out of the counseling reimbursement line and put into a line item for staff and for site start up?
4. We are assuming that it is allowable to represent the activities related to re-inviting new service providers, the training and provider approval process in the services budget, since that is where they were listed before. Does this address keeping the administrative costs at approximately 10% ?

Concerns:

1. We were concerned that if these advanced funds were allowed to remain in the counseling reimbursement line item, it would misrepresent the expenditures and appear that more funds had been spent for counseling services than actually have not been. Thus misrepresenting the amount of services for months to come.
2. At the very least if these expenditures all allowed to stay in the current line item, reporting should be transparent so that it is possible to see how the funds are being "paid back" in service visits. They should make adjustments to the reporting to show the outstanding advances and the reimbursement in counseling services, separate from the ongoing services currently being reimbursed.
3. Regarding the proposal on advertising, Paulette has real concerns about using bus advertising as the only type of outreach. She finds it unacceptable to use only one avenue for advertising. This is a particular concern since the bus system in the Detroit area has not been considered reliable for some time and ridership is not that high. We felt that it would be better not to put all the dollars into one type of advertising.
4. Possible suggestions for other methods of advertising/outreach: Since Michigan is such a "car state" we feel that Real Alternatives may again be relying on experience from Texas and Pennsylvania that may not prove as useful in Michigan. The MDCH media experts we use recommend exploring use of social media as a better way to reach this population. We would also suggest Real Alternatives might be wise to explore what methods of outreach their current providers have found useful to reach the clients in this and other programs and support or enhance those activities. The bus advertisement shown looks like a very good one, but we were wondering if it might not also be advantageous to have the name of the services providers also on the ad, these are well

known and highly thought of providers in the communities and people would not recognize real alternatives alone as a community provider.

Comments:

1. We did not have concerns about the plan to reach out and invite, or re-invite, new providers to participate in the program and the additional training that would be required to bring new providers and sites onboard. We were not sure where these activities were reflected in the budget; we assumed they were reflected in the increases to the VP of operations, and Service provider approval and the corresponding personnel expenditures in the services budget. Perhaps they are also reflected in the increase to the President/CEO and VP-administrations and the corresponding personnel expenditures on the administration side.
2. We certainly do not want to block these ideas for expanding the program or getting it more widely advertised. We were, however, concerned that the advancement of funds for staffing and site expansion be reflected appropriately on the budget and reporting of reimbursements be clear and transparent.

Barbara (Quess) Derman, MSW

Public Health Consultant

Women's Reproductive Health

PO Box 30195, 109 W. Michigan Ave.

Lansing, Michigan 48909

Phone: 517-335-8696 Fax: 517-335-8822

Cell: 517-449-5968 DermanB@michigan.gov

From: Broessel, Kristi (DCH)

Sent: Thursday, January 22, 2015 3:06 PM

To: Derman, Barbara (DCH); Dunbar, Paulette Dobynes (DCH); Fink, Brenda (DCH)

Subject: FW: Proposed Program adjustments to MI PregnancyAnd Parenting Support Program

Please let me know if we need a phone meeting to discuss our recommendation before our meeting next Thursday with Real Alternatives as I need to complete the amendment to extend the current grant agreement through 9/30/15. Thank you.

From: Kevin I. Bagatta, Esquire [<mailto:ra-president@comcast.net>]

Sent: Wednesday, December 31, 2014 6:09 PM

To: Broessel, Kristi (DCH)

Cc: Thomas A. Lang, Esq.

Subject: Proposed Program adjustments to MI PregnancyAnd Parenting Support Program

Kristi:

My apologies for this taking so long. We wanted the latest data through November for our estimate. The bus companies took a while to get the breakouts we wanted. We also wanted to ensure we had a good sense of what was occurring in the field. I talked to the Executive Directors of Catholic Charities of Southeast Michigan, Kalamazoo and Women's Care Center in Niles to see what else Real Alternatives could do to accelerate ramp up of client services. Finally, the flu and a stomach bug hit Real Alternatives hard – I was out for a week (Christmas week).

Attached is our proposal to adjust the Michigan Pregnancy and Parenting Support Service Program. Based on our analysis and recommendations, we believe we need the contract extended through September 30, 2015 to ensure the entire FY 13 – 14 contract amount is expended (\$700,000).

I will be available this Friday to discuss if you would like.

Happy New Year!

Kevin

Kevin I. Bagatta, Esquire
President & CEO
Real Alternatives
7810 Allentown Blvd., Ste. 304
Harrisburg, PA 17112
717-541-1112

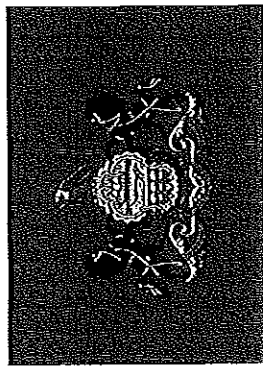
www.RealAlternatives.org
www.LoveFacts.org
www.ConcernedParents.com



**STANDARDS FOR
EXCELLENCE**

Real Alternatives was awarded the Seal of Excellence for successfully completing the Standards of Excellence certification program sponsored by the Pennsylvania Association of Nonprofit Organizations (PANO). This certification identifies Real Alternatives as an ethical and accountable organization dedicated to the highest level of excellence within the nonprofit sector.

EXHIBIT K



Pennsylvania's Pregnancy and Parenting Support Program

Kevin I. Bagatta, Esq.
President & CEO



Funding History

- Started in Governor Casey's administration
- Growth and bipartisan support throughout Administrations of Governors Ridge, Schweiker, Rendell, and now Corbett

by 6.6.11 SMW
11/11/11
5/5/11
9/2/11



Legal Arrangement

(cont)

- Service contracts provide for counseling support to eligible women during pregnancy and 12 months after birth

Service contracts

- Support services include assisting women in crisis by referrals to other social services necessary for the support of the woman and baby
- No duplication of services

Women Served

Free Pregnancy & Parenting Support Services

Service Providers
Pregnancy Support Centers
Social Service Agencies
Maternity Homes
Adoption Agencies

Real Alternatives™
Empowering Women for Life.
FREE PREGNANCY SUPPORT SERVICES
1-888-LIFE-AID

**Pennsylvania
DPW**

- Initial & Annual Program Training
- Certified Counselors
- RAPID 3 Services
- Rendered Forms (SRFs)

- Program Audit & Inspections
- Monthly Services Reimbursement

- Program Training
- RAPID 3
- Fees-for-Services
- Program & Site Compliance Monitoring

- Expenditure Reports
- Audits
- Program Quarterly Reports
- Site Monitoring Reports

Review our website
for more strategies

501(c)(3)

465/mr



Service Provider Minimum Criteria

- Pro-life organization
- Cannot perform, counsel, or refer for abortions
- Offer alternatives to abortion that promote childbirth rather than abortion.
- Minimum of one year experience with such clients
- Non-profit /Non-discriminatory
- No charge for services to clients
- Self-administered pregnancy test kits
- Ensure client confidentiality
- First Amendment Restrictions on promotion of religion (Faith-Base Initiative)



Business Model - Incentives

- Service Providers reimbursed > fee-for-service basis
- Stable income source allows Service Providers to:
 - Keep sites open / open more sites
 - Hire more staff / increase hours
 - Utilize volunteer services to the maximum
 - Enhance services to women using modern business practices
- FY 96/97: 72 sites - 6,715 clients served *8/21/10*
- FY 12/13: 95 sites - 19,359 clients served *8/21/10*



Statewide Reach

- 29 Service Providers with 95 sites in 36 counties *Statewide*
- 538 counselors providing services statewide *81% clients served in Tennessee*
- Served clients from all 67 PA counties
- March 1996 through June 2013:
 - 218,396 clients served
 - 1,086,710 visits

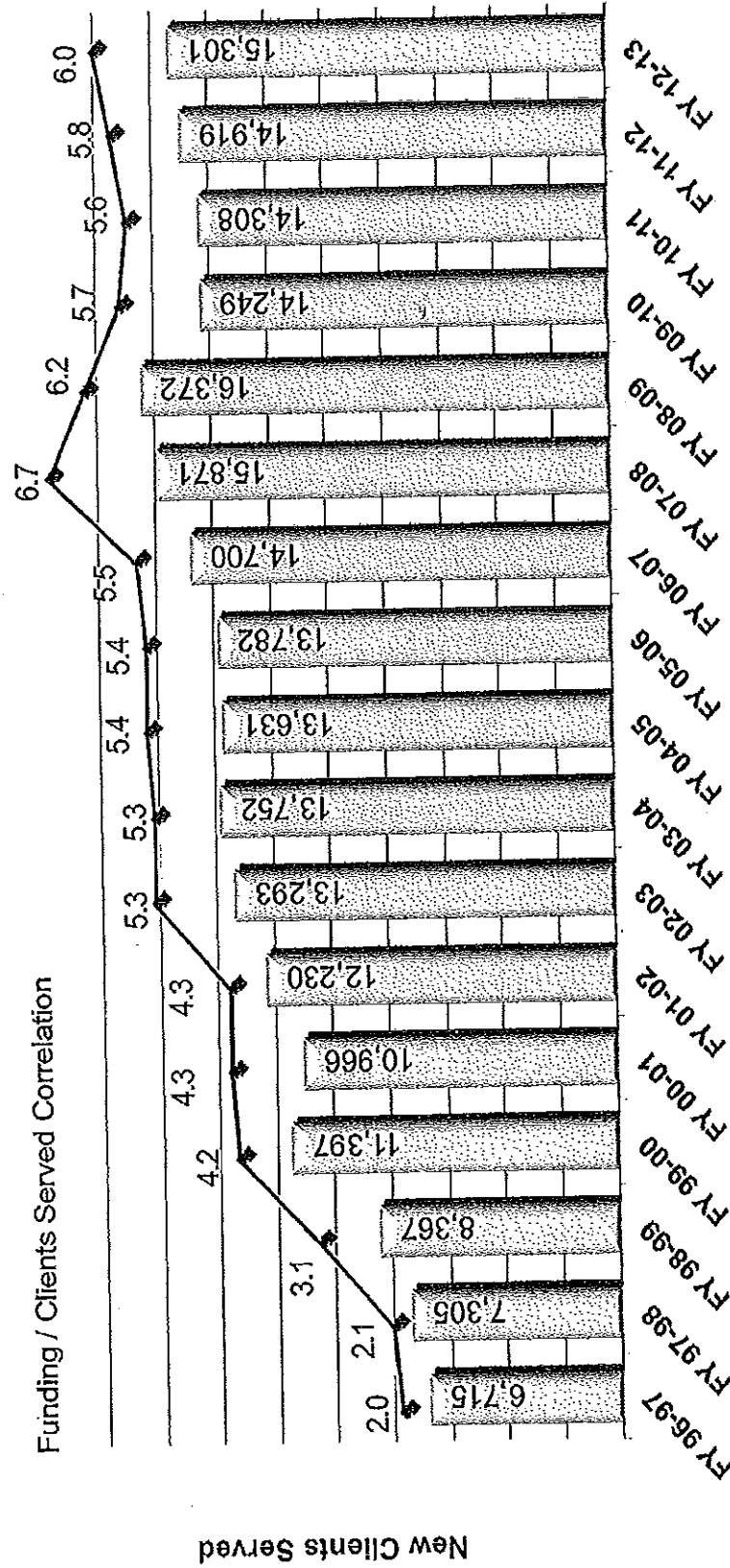


“Real Alternatives has developed a system of thorough and extensive administrative and service provider monitoring practices to ensure program compliance and has yearly exceeded performance requirements.”

(MAY)
Estelle B. Richman, former Secretary of PA Department of Public Welfare
(Appointed by former Democratic Gov. Ed Rendell)
November 9, 2005 letter to Texas Health and Human Services



Growth in Women Served





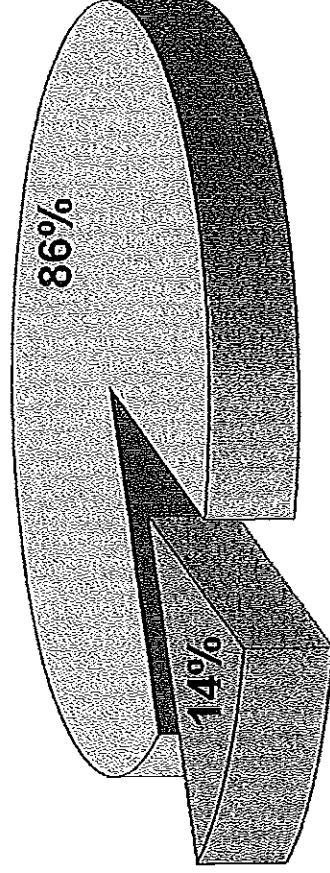
Client Outcomes

- Increased Childbirth Choice
- Increased Support
- Improved Parenting Skills
- Increased Adoption Knowledge
- Decreased Risky Lifestyle – Improved Health

*New Model
Caring Model*



Childbirth Choice: Clients Who Entered Program Pressured by Others to Have Abortion



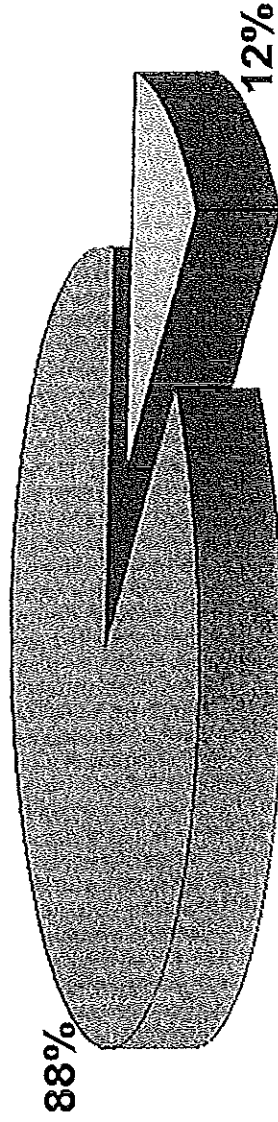
- ☒ Still Considering Abortion
- ☒ No Longer Considering Abortion After Program Support

565 Clients : FY 11-12

(c) Real Alternatives 2013



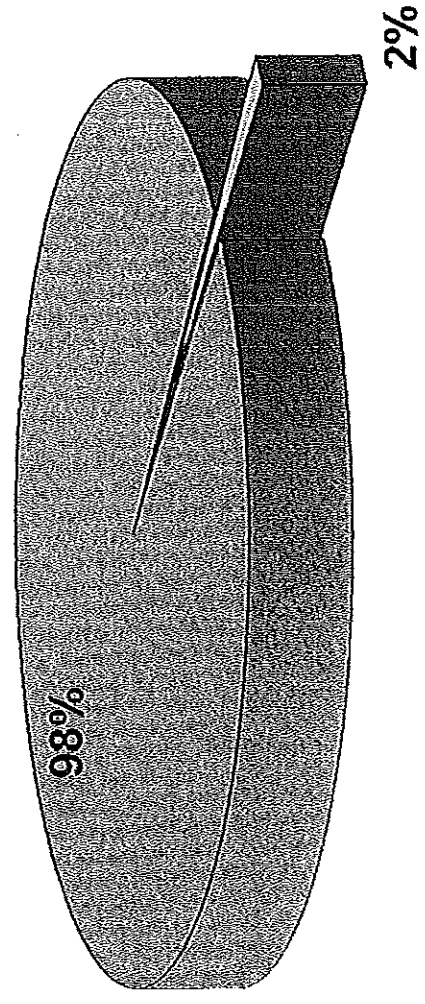
Support: Client Feels Confident and Capable of Self-Sufficiency After Program Support



■ Confident ■ Not Confident



Improved Parenting: Client Has Child's Immunizations Up to Date



☒ Yes ☐ No



Program Cost Savings

- “If all U.S. women received adequate prenatal care, the estimated savings would be \$14,755 per low-birthweight birth prevented.” [\$20,680 in 2012 dollars] - (CDC – 1999)
- 14,553 Pennsylvania program clients received proper prenatal care during pregnancy in FY 12-13
- Potential Cost savings = \$296,721,117.00



Award Winning Company and Program

- 6 Consecutive Perfect annual CPA “Yellow Book” Audits
- 10 Consecutive Perfect annual CPA “A-133” Federal Audits
- 3 Perfect Department of Public Welfare Contract Compliance Audits
- 2 Perfect Pennsylvania Comptroller Multi-Year Contract Compliance Audits



Award Winning Company and Program

- 2002 – Finalist for Central PA Business Journal Nonprofit Innovation Award – Technology
- 2004 – Finalist for Central PA Business Journal Nonprofit Innovation Award – Operations/Technology
- 2004 - First of four nonprofits in Pennsylvania to be certified with the “Seal of Excellence” by Pennsylvania Association of Nonprofit Organizations (PANO)
 - 2007 – Recertified with PANO “Seal of Excellence”
 - 2013 – Third PANO “Seal of Excellence” Recertification



*“Our business is
to fight the poison of hopelessness
with love.”*

Former Governor Robert Casey
Real Alternatives Service Providers Conference
April 1997



“Real Alternatives success is due in no small measure to its enthusiasm and dedication to the mission . . . to provide assistance statewide to those women in need of pregnancy support services in Pennsylvania.”

Estelle B. Richman, former Secretary of PA Department of Public Welfare
(Appointed by former Democratic Gov. Ed Rendell)
November 9, 2005 letter to Texas Health and Human Services



Michigan Pregnancy and Parenting Program

- A statewide two- year program
 - FY 13/14 funded at \$700,000
 - FY 14/15 funded at \$2.0 million
- Potential service providers contacted this fiscal year in southern region of state
 - 1 - 10 eligible this fiscal year performing service
 - 10 - 25 next fiscal year performing service
- Michigan contracts with Real Alternatives. Program administered out of Harrisburg, PA office
 - Proposal and contracting in October 2013
 - Program starts November/December 2013

in SE area



Budget Estimate Admin Expenses

- **\$105,000** Personnel, travel and administrative costs associated with Real Alternatives administration of program from Harrisburg, PA:
 - program start-up;
 - service provider approval, training, and contracting;
 - service provider site start-up site inspections;
 - online billing software changes
 - monthly billing and reimbursement
 - program portion of annual CPA Audit

EXHIBIT L



April 9, 2018

SENT VIA EMAIL

Mr. Daniel Stevens
Executive Director
Campaign for Accountability
611 Pennsylvania Ave., S.E. #337
Washington, D.C. 20003
Email: dstevens@campaignforaccountability.org

RE: Right-To-Know Law Request No. 18-RTKL-095

Dear Mr. Stevens:

On March 1, 2018, the Department of Human Services (department) received your request for information pursuant to the Pennsylvania *Right-To-Know Law*, 65 P.S. §§ 67.101, et seq. (RTKL). On March 9, 2018, an interim communication was sent to you indicating that up to an additional 30 days would be needed to respond to your request, or until April 9, 2018.

Your Request

You asked for “copies of the reports of all Contract Compliance Audits performed by the Department of Human Services, or its predecessor Department of Public Welfare, regarding the Departments’ contracts with Real Alternatives from January 1, 1997 to the date the search is conducted.”

The department interprets your request to ask for the final reports from all Contract Compliance Audits performed by the department (including when it was named the Department of Public Welfare) regarding its contracts with Real Alternatives from January 1, 1997 until the date of your request.

The Department’s Response to Your Request

Your request is granted in part and denied in part. The department conducts performance audits and does not have a process specifically titled Contract Compliance Audits. Along with this letter, the department is providing you with a redacted copy of the final audit report issued as a result of the department’s performance audit of Real Alternatives. The audit report covers the period from July 1, 2012 to June 30, 2015. The department made some redactions as permitted in accordance with law, as follows:

- Personal Identification Information: The department has redacted personal identification information from the records. Pursuant to the RTKL, “a record containing all or part of a person’s Social Security number...home, cellular or personal telephone numbers; personal email addresses;...or other confidential personal identification number” is exempt from disclosure. 65 P.S. § 67.708(6)(i)(A).
- Confidential Proprietary Information: Under the RTKL, “a record that constitutes or reveals a trade secret or confidential proprietary information” is exempt from disclosure. 65 P.S. § 67.708(b)(11). Real Alternatives previously asserted information contained within a letter attached to the audit report as confidential proprietary information or protected by a trade secret and thus, that information remains redacted.

Please note that the department does not have any other final report from an audit performed by the department than the one we are providing to you. However, if you intended your request to encompass drafts of the audit report, those draft versions of the audit are exempt from access under the RTKL because they contain the internal, predecisional deliberations of the department. 65 P.S. § 708(b)(10)(i)(A).

Specificity

The department has attempted to adequately address your request as to the documents. The RTKL requires a request be set forth with “sufficient specificity to enable the agency to ascertain which records are being requested...” 65 P.S. § 67.703. To the extent the department has misinterpreted your request, it submits that the request was not set forth with the required requisite specificity.

Appeal Rights

You have a right to appeal the partial denial of information in writing to the Executive Director, Office of Open Records (OOR), Commonwealth Keystone Building, 400 North Street, 4th Floor, Harrisburg, Pennsylvania 17120. If you choose to file an appeal you must do so within 15 business days of the mailing date of this response and send to the OOR:

1. This response;
2. Your request; and
3. The reasons why you think the information is public (a statement of the grounds you assert for the information being a public record) and why you think the department is wrong in its reasons for saying that the information is not public (a statement that addresses any ground stated by the department for the denial, which you are challenging); if the department gave several reasons why the information is not public, state which ones you think were wrong.

All of the above must be submitted in order for the appeal to be valid. The OOR has an appeal form available on its website at:

<https://www.dced.state.pa.us/public/oor/appealformgeneral.pdf>.

If you have additional questions related to this RTKL response, please contact me.

Sincerely,

A handwritten signature in cursive script that reads "Andrea Bankes".

Andrea Bankes
Agency Open Records Officer

Attachment



April 25, 2016

Mr. Kevin Bagatta, President and CEO
Real Alternatives
7810 Allentown Blvd, Suite 304
Harrisburg, Pennsylvania 17112

Dear Mr. Bagatta:

I am enclosing for your review the final audit report of Real Alternatives (RA) as prepared by the Division of Audit and Review (DAR). Your response has been incorporated into the final report and labeled as an Appendix. The report covers the period from July 1, 2012 to June 30, 2015.

I would like to express my appreciation for all of your courtesy extended to my staff during the course of the fieldwork. I understand that your staff was especially helpful to Barbara Miller in completing the audit process.

The final report will be forwarded to the Office of Social Programs (OSP) to begin the Department's resolution process concerning the report's contents. The staff from OSP will be in contact with you to follow-up on the actions taken to comply with the report's recommendations.

If you have any questions concerning this matter, please contact David Bryan, Audit Resolution Section at 717-783-7217.

Sincerely,

Tina Long, CPA
Director

Enclosure

c: Mr. Jay Bausch
Ms. Karen Herrling

bc: Mr. Alexander Matolyak
Mr. Daniel Higgins
Mr. David Bryan
Mr. Grayling Williams
Ms. Shelley Lawrence
SEFO Audit File (S1500)

April 25, 2016

Mr. Brendan Harris, Executive Deputy Secretary
Department of Human Services
Health & Welfare Building, Room 334
Harrisburg, Pennsylvania 17120

Dear Deputy Secretary Harris:

The Bureau of Financial Operations (BFO) conducted an audit of Real Alternatives (RA). The audit was designed to investigate, analyze, and make recommendations regarding RA's compliance with the Department of Human Services' (DHS) Grant Agreement and RA's oversight and monitoring of its service providers. Our audit covered the period from July 1, 2012, to June 30, 2015 (Audit Period). RA imposed a limitation on the BFO's audit scope as described in Appendix A of this report.

This report is currently in final form and therefore contains RA's views on the reported findings, conclusions and recommendations. RA's response to the draft audit report is included as Appendix C.

Executive Summary

RA administers the delivery of alternatives to abortion services through contracts with 29 service providers who operate 93 sites throughout Pennsylvania (PA). The providers deliver direct services such as counseling, adoption referral, temporary housing and other services.

Federal and state funding is furnished through DHS to RA who in turn reimburses the providers based on their submission of service claims.

The BFO found RA to be generally in compliance with the grant requirements. The findings and recommendations for corrective action summarized below identify areas where RA and DHS could improve their processes:

FINDING	SUMMARY
Finding No. 1 - Inappropriate Billings Were Identified at Service Providers	The BFO tested statistically valid random samples (SVRSs) of paid claims at five service providers. The errors identified related to incomplete claims documentation and submitting claims for incorrect procedures. Total questioned costs are \$485,660; all but \$951 of the questioned costs were from one service provider.

Real Alternatives
July 1, 2012 to June 30, 2015

HIGHLIGHTS OF RECOMMENDATIONS

The DHS Office of Social Programs (OSP) should:

- Recover \$485,660 from RA related to claims that were inappropriately billed by the service providers and reimbursed by RA.¹

RA should:

- Recover \$485,660 from the service providers.
- Continue to work with its service providers to ensure that claims are properly documented and accurately billed.

FINDING	SUMMARY
Finding No. 2 - Internal Control Weaknesses	Internal control weaknesses relating to documentation requirements and claims processing were identified.

HIGHLIGHTS OF RECOMMENDATIONS

RA should:

- Require service providers to document the start and end times of counseling sessions and retain this documentation as support for the number of minutes of service that were billed.
- Enhance the consumer sign-in form to include the service received and the start and end times of that service, develop sign-in sheets to document classes, identify couples to ensure correct billing, and require claims to be reviewed prior to being submitted for reimbursement.
- Enhance its data processing system to capture more demographic information on the consumers to be able to more accurately analyze and identify any unusual billings. RA should follow up on unusual billings to ensure they are correct and, if billings are not correct, take appropriate action.
- Perform on-site monitoring of all of its service providers in lieu of monitoring some of the service providers remotely.

FINDING	SUMMARY
Finding No. 3 – Three Percent Fee	RA assesses its service providers a three percent fee on their total claims. RA collects the fee by reducing the service providers' claim reimbursements; however, the total provider service claim amounts are invoiced to DHS as direct services.

¹ At the Exit Conference, RA management stated that the \$951 from the two service providers had already been recovered.

Real Alternatives
July 1, 2012 to June 30, 2015

HIGHLIGHTS OF RECOMMENDATIONS

OSP should:

- Determine whether such a fee is appropriate:
 - If it is determined to be appropriate, OSP should redefine the expense categorization and specify the potential uses of the fee in the Grant Agreement.
 - If it is determined to be inappropriate, OSP should either recover the funds from RA or require RA to refund the fees to the service providers, and revise the Grant Agreement to prohibit such fees. If OSP wishes to consider the fees for the years prior to our audit scope, the BFO is available to assist in determining that amount.

See Appendix A for the Background, Objective, Scope and Methodology and Conclusion on the Objectives.

Results of Fieldwork

The BFO determined that RA was generally in compliance with the DHS grant requirements. Additionally, the BFO did not note any non-compliance with the Spiritual Counseling Guidelines at any of the five service providers we visited.

Finding No. 1 – Inappropriate Billings Were Identified at Service Providers

The BFO tested SVRSs of paid claims for five RA service providers. Errors that were identified at one service provider included: missing signatures on the consumer sign-in form; billing individual counseling time for two people when providing service simultaneously to a couple; billing for individual counseling sessions when classes were attended; and a counselor providing services to her spouse and other family members. Extrapolation of the errors over the population of claims for this service provider results in questioned costs totaling \$484,709 with a variance of +/- \$126,700.

RA was originally notified of the incorrect billings through a tip. After receiving the tip, RA management initiated an investigation and promptly notified DHS management.

Errors that were identified at two other service providers were due to missing signatures on the consumer sign-in form and resulted in total questioned costs of \$951. Extrapolation was not used to determine the amount of questioned costs.

Recommendations:

The BFO recommends that the OSP recover \$485,660 from RA related to claims that were inappropriately billed by the service providers and reimbursed by RA².

The BFO also recommends that RA recover \$485,660 from the service providers.

Finally, the BFO recommends that RA continue to work with its service providers to ensure that claims are properly documented and accurately billed.

² To date RA has withheld \$109,568 for improperly billed claims from one service provider.

Real Alternatives
July 1, 2012 to June 30, 2015

Finding No. 2 – Internal Control Weaknesses

Internal control weaknesses relating to documentation requirements and claims were identified:

- RA does not require service providers to document the start and end times of a counseling session. When submitting a claim, the counselors are only required to state the total number of minutes spent with a consumer; as such, the time that is billed cannot be verified.
- RA requires the consumer to sign a form to verify that services were delivered. However, the form does not indicate what service was delivered or the duration of that service.
- Classes are not verified by using a consumer sign-in sheet that indicates the name and date of the class, the instructor, the length of the class, and the signature of each individual in attendance.
- RA's claims processing system does not identify couples, which may have contributed to incorrect billings as identified in Finding No. 1.
- There is no supervisory review of claims data prior to their submission for payment. Counselors submit their service claims directly to RA. A supervisory review should occur before claims are submitted to RA.
- RA's claims processing system does not capture sufficient data to perform critical edit checks. For instance, the claims processing system only captures the first four letters of the consumer's last name. This limits RA's ability to conduct analyses to identify inappropriate or duplicate services.
- A portion of RA's annual monitoring is conducted remotely with the assistance of the service provider's personnel. The service provider's management performs aspects of the monitoring and then mails the verification documents to RA for analysis. The effectiveness of the monitoring is diminished through this process.³

Recommendations:

The BFO recommends that RA require service providers to document the start and end times of counseling sessions and retain this documentation as support for the number of minutes of service that were billed.

The BFO also recommends that RA enhance the consumer sign in form to include the service received and the start and end times of that service, develop sign-in sheets to document classes, identify couples to ensure correct billing, and require claims to be reviewed prior to being submitted for reimbursement.

The BFO further recommends that RA enhance its data processing system to capture more demographic information on the consumers to be able to more accurately analyze and identify any unusual billings. RA should follow up on unusual billings to ensure they are correct and if not take appropriate action.

Finally, the BFO recommends that RA perform on-site monitoring of all of its service providers in lieu of monitoring some of the service providers remotely.

³ RA management stated that DHS personnel had previously suggested this process to RA in an effort to reduce the number of site monitoring visits that they are required to complete.

Real Alternatives
July 1, 2012 to June 30, 2015

Finding No. 3 – Three Percent Fee

RA assesses its service providers a three percent fee on their total reimbursed claims. RA collects the fee by reducing the service providers' claim reimbursements. For example, a \$100 claim would result in \$97 being paid to the service provider and \$3 being retained by RA. However, the total amount of the service provider's claim is invoiced to DHS as direct services (\$100 in the example above). Service providers are reimbursed by RA for services provided to eligible clients at specific rates set forth in the Grant Agreement.

RA management stated that the fee is voluntary and was agreed to via a separate contractual agreement with all of the Pennsylvania service providers. RA management also asserted that the arrangement was approved by prior OSP management, but could not provide documentation to support that assertion.

The BFO questions the collection and use of the fee for the following reasons:

- There is no language in the contract between RA and the service providers that suggests the fee is voluntary. Two of three service providers that the BFO interviewed did not agree that the fee was voluntary and assumed that the fee was a cost of doing business with RA.
- The fee is automatically deducted from RA's reimbursements to the service providers.
- RA invoices DHS for the total claim amounts as a direct service. As such, RA overstates the amount they paid for direct services.
- RA refused to allow the BFO to audit the expenses funded by the fee (see Scope Limitation paragraph in Appendix A and letter from the Governor's Office of General Counsel in Appendix B). Instead, RA presented an excerpt from an outdated service provider contract which indicated that RA would assess the service provider a percentage of their reimbursements each month. RA asserted that the service provider contract was approved by DHS but could not provide documentation to support that claim.
- RA management stated that the fee is used to fund expenses that are not permitted under the Grant Agreement, such as travel and other expenses to support advancement of the program in other states. Since the BFO was denied an opportunity to audit the expenses funded by the fee, we could not determine the amount of revenues collected from the Pennsylvania (PA) service providers that were used to benefit the PA program.
- If the fee was used to fund PA administrative expenses, RA may have exceeded the approved grant administrative budget.

The BFO's analysis of RA's financial statements showed that \$497,368⁴ has been collected via the three percent fee since July 1, 2012; however, only a portion of the amount collected has been expended.

⁴ As of the close of fieldwork, RA's audited financial statements for the fiscal year ended June 30, 2015 had not been issued; as a result, the total fee collected for the fiscal year ended June 30, 2015 was based on an estimate of three percent of the total service provider reimbursements.

Real Alternatives
July 1, 2012 to June 30, 2015

Recommendation:

The BFO recommends that OSP determine whether the collection and use of the three percent fee is appropriate:

- If it is determined to be appropriate, OSP should redefine the expense categorization and specify the potential uses of the fee in the Grant Agreement.
- If it is determined to be inappropriate, OSP should either recover the funds from RA or require RA to refund the fees to the service providers, and revise the Grant Agreement to prohibit such fees. If OSP wishes to consider the fees for the years prior to our audit scope, the BFO is available to assist in determining that amount.

Exit Conference / Auditor's Commentary:

At the request of RA's management, an Exit conference was held on April 11, 2016 at RA's administrative office. Based on discussions at the Exit Conference, some minor wording changes have been made to the draft audit report. RA's response to the draft report is attached as Appendix C.

RA's response to the draft audit report contains suggested changes to the BFO's reported findings and recommendations. RA's suggested changes omitted substantial details in the findings and do not provide adequate coverage of the issues. Accordingly, the BFO did not make further changes to the audit report.

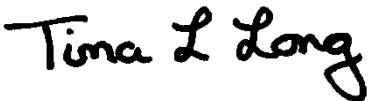
Additionally, RA's response asserts that the BFO incorrectly calculated the questioned costs in Finding No. 1. RA's management had stated that their disagreement is due to the BFO's use of an SVRS and extrapolation. The BFO disagrees with RA's assertion. The use of an SVRS and extrapolation is a common and accepted practice in auditing to calculate questioned costs.

In accordance with our established procedures, an audit response matrix will be provided to OSP. Once received, OSP should complete the matrix within 60 days and email the Excel file to the DHS Audit Resolution Section at:

RA-pwauditresolution@pa.gov

The response to each recommendation should indicate OSP's concurrence or non-concurrence, the corrective actions to be taken, the staff responsible for the corrective actions, the expected date that the corrective actions will be completed and any related comments.

Sincerely,



Tina L. Long, CPA
Director

**REAL ALTERNATIVES
APPENDIX A**

APPENDIX A

Background

RA is a 501(c) (3) non-profit organization. RA is the statewide administrator of the Pennsylvania Alternatives to Abortion (PATA) program, and has recently expanded its services into three other states with the goal of becoming a national organization. RA administers the delivery of alternatives to abortion services through contracts with 29 service providers who operate 93 sites throughout PA. The providers deliver direct services such as, counseling, adoption referral, temporary housing and other services.

The DHS funds RA using federal Temporary Assistance to Needy Families (TANF) and State General Fund monies and RA in turn funds the service providers. OSP manages the grant agreement between DHS and RA.

All individuals receiving services must be PA residents. Additionally, individuals receiving services funded by TANF must meet the TANF income guidelines. Individuals receiving services funded by the State General Fund are served without regard to income.

Scope Limitation

RA collects a fee of three percent of gross reimbursements for each of its service providers. Management stated that the fee is voluntary. The BFO asked to analyze the expenses paid from the fee but RA declined and stated that the fees collected were corporate money and was not subject to the BFO audit. For the fiscal periods ended June 30, 2013 through June 30, 2015 RA had collected a total of \$497,368 and expended \$235,421.¹

Objective/Scope/Methodology

The audit objectives, developed in concurrence with OSP were:

- To determine if RA's expenditures are in accordance with the grant agreement and applicable regulations.
- To determine if RA is in compliance with the grant agreement and applicable laws and regulations.
- To determine if RA performs adequate monitoring of its sub-grantees.

¹ As of the close of fieldwork, RA's audited financial statements for the fiscal year ended June 30, 2015 had not been issued; as a result, the fee retained for the fiscal year ended June 30, 2015 was based on an estimate of three percent of the total service provider reimbursements. The expense amount for the fiscal year ended June 30, 2015 is unknown.

The criteria used to ascertain compliance and the adequacy of supporting documentation was RA's grant agreement with DHS, consumer sign-in forms and claim documentation forms showing the services that were reimbursed.

In pursuing our objectives, the BFO interviewed OSP personnel, RA management and service providers' staff. We also analyzed books, payroll records, consumer sign-in forms and claim documentation forms showing the services that were reimbursed, billing data, and other pertinent data necessary to pursue the audit objectives.

We conducted this performance audit in accordance with generally accepted government auditing standards (GAGAS). Those standards require that we plan and perform the audit to obtain sufficient evidence to provide a reasonable basis for our findings and conclusions based on our audit objectives. We believe that the evidence obtained provides a reasonable basis for our findings and conclusions based on our audit objectives.

Government auditing standards require that we obtain an understanding of management controls that are relevant to the audit objectives described above. The applicable controls were examined to the extent necessary to provide reasonable assurance of the effectiveness of those controls. Based on our understanding of the controls, there were deficiencies in certain management controls. Areas where we noted an opportunity for improvement in management controls are addressed in the findings of this report.

The BFO's fieldwork was conducted intermittently from August 4, 2015 to November 19, 2015 and was performed in accordance with GAGAS. This report is available for public inspection.

Conclusion on the Objectives

In conclusion, RA was generally in compliance with applicable statutes, regulations and the grant agreement. However, RA's internal control procedures can be enhanced. The BFO identified \$485,660 in questioned costs, the majority of which was due to one service provider that submitted inappropriate claims. Additionally, the BFO questions if retaining a three percent fee is appropriate.

**LETTER FROM THE GOVERNOR'S OFFICE OF GENERAL COUNSEL
REGARDING [REDACTED]**

REAL ALTERNATIVES

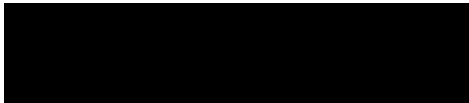
APPENDIX B



**COMMONWEALTH OF PENNSYLVANIA
GOVERNOR'S OFFICE OF GENERAL COUNSEL**

February 8, 2016

Mr. Kevin Bagatta, President and CEO
Real Alternatives



Re: Real Alternatives, [REDACTED]

Dear Mr. Bagatta:

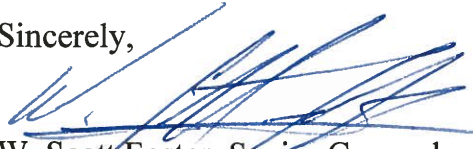
As you are aware, the Department of Human Services ("DHS"), Bureau of Financial Operations ("BFO") has conducted a recent Audit of your entity, Real Alternatives ("RA"). During the course of that audit, BFO auditors became aware that RA assesses its service providers a three percent [REDACTED] [REDACTED] by retaining that amount from the grant monies paid by DHS. It is my understanding that RA has asserted that the [REDACTED] are not subject to review by DHS auditors because they are "corporate monies."

RA's assertion is unsupportable for several reasons. Pursuant to the Grant Agreement ("GA"), RA agreed to pay exact Service Provider Reimbursement costs to benefit the Pennsylvania program: e.g., "\$1.05 for each minute of counseling and referral; \$10.50 for each pregnancy test kit per client visit; \$20 for each Food, Clothing or Furniture Pantry visit." (See GA, p. 7 of 19). RA invoices DHS for the total amount of the service provider's claim as a direct service (not reflecting a three percent reduction). The Grant Agreement does not authorize RA to retain any percentage of the amounts paid by DHS from the amounts RA pays to service providers. In addition, the funds paid to RA under the GA are by the terms of the GA intended for benefit of the Pennsylvania program.

For the above reasons, DHS is not only authorized but required to conduct an audit of the [REDACTED] monies to determine whether the payment amounts to RA are being expended in accordance with the terms of the GA. Please notify me on or before

February 12, 2016, to arrange for BFO to complete its audit, including the [REDACTED] monies. If you have any questions please contact me at [REDACTED].

Sincerely,

A handwritten signature in blue ink, appearing to read 'W. Scott Foster', is written over a horizontal line.

W. Scott Foster, Senior Counsel

c: Mr. Alexander Matolyak

REAL ALTERNATIVES
RESPONSE TO THE DRAFT REPORT
APPENDIX C



April 18, 2016

Board of Directors

Carolyn M. Astfalk
Chair

Anne Marie Manning, M.D.
Secretary

Kyle P. Stuckey, CPA
Treasurer

Kevin I. Bagatta, Esq.
President & CEO

Kevin J. Millar

Rita T. Heisey, R.N.

Officers

Thomas A. Lang, Esq.
Vice President - Operations

Clifford W. McKeown, Esq.
Vice President - Administration



**STANDARDS FOR
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Standards for Excellence

Mr. Daniel Higgins, Audit Manager
Division of Audit and Review
Bureau of Financial Operations
Department of Human Services
801 Market Street, Suite 5040
Philadelphia, PA 19107-3126

Re: Response to Draft Performance Audit Report of February 11, 2016

Dear Mr. Higgins:

Please accept this letter as Real Alternatives' (RA) response to the draft of the proposed audit report of the Pennsylvania Department of Human Services (DHS), Bureau of Financial Operations (BFO).

Background

The "Pennsylvania Pregnancy and Parenting Support Services Program," (Program) as it is now known, was conceived and came into being during the administration of former Democratic Governor Robert P. Casey. Initially known as "Project Women In Need," this first in the nation Program was created in response to the Commonwealth of Pennsylvania recognizing that countless women in the state were left without any assistance from their own government when they found themselves facing an unexpected pregnancy, often while alone, jobless, threatened by others, or just unsure where to turn to get help so that they can be the mother to their child that they want to be.

Although the Program was initially started by another entity in 1995, RA was created and began administering the Program for the state in 1996. Throughout the creation of the Program and during its early years, all aspects of the Program were developed by RA, but had to receive the approval of the DHS (formerly Department of Public Welfare) Program Office. That included all forms, policies, procedures, reimbursement requirements, internal controls, etc. The Program, as it has successfully existed for the past 20+ years, is the product of a positive, consistent, working relationship between DHS and RA for the direct benefit of women and babies in our state. As RA is apolitical, non-activist, and not a lobbying group, RA and the Program have not merely existed, but have thrived, grown, and evolved throughout all administrations since 1996. This is a testament to RA's mission to simply help women who

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112
717-541-1112 (V) 717-541-9713 (F)

www.RealAlternatives.org * www.LoveFacts.org * www.ConcernedParents.com

are in need of critical government-funded services for themselves and their babies.

RA is rightfully proud of its hard work, good stewardship, and dedication to properly administering the Program in Pennsylvania for over 20 years. RA's reputation for operating a fiscally responsible Program is evident by the 13 other states RA has been contacted to assist with various forms of their own pregnancy and parenting support programs in their own states.

The foregoing has been proven time and time again throughout RA's 20 consecutive annual CPA audits, 7 "Yellow Book" audits, 13 Federal audits, 3 DPW multi-year contract compliance audits; and 2 PA Comptroller multi-year contract compliance audits, all of which have been perfect with no findings.

It is further imperative to note that in 2004, having undergone an almost year-long extensive and intensive analysis of all of its policies, procedures, accounting controls, internal controls, manuals, documents, contracts, etc., RA was the first of four nonprofit organizations in PA to be certified with the "Seal of Excellence" by the Pennsylvania Association of Nonprofit Organizations (PANO). That highly sought-after and difficult to obtain Seal of Excellence accreditation has been bestowed 2 more times.

RA has diligently worked very hard at developing a very good reputation over the past 20+ years, which is presently recognized throughout Pennsylvania, Michigan, Indiana, and in the countless other states that have benefitted from RA's expertise.

RA has been told by former DHS program managers and past Secretaries of DHS that they "wished all of their programs were run like RA operates their Program." RA's solid reputation for fiscal responsibility and top-notch program management, has been recognized, among many other examples too numerous to list, as follows:

- (1) *"Real Alternatives has developed a system of thorough and extensive administrative and service provider monitoring practices to ensure program compliance and has yearly exceeded performance requirements."*

"Auditing, including site visits, ending in 2004 by the Commonwealth's Office of the Budget for contract years 2000-2003 resulted in findings that showed complete compliance with all contract requirements. Auditors had no recommendations."

"Real Alternatives success is due in no small measure to its enthusiasm and dedication to the mission . . . to provide assistance statewide to those women in need of pregnancy support services in Pennsylvania."

Estelle B. Richman, former Secretary of PA Department of Public Welfare
(Appointed by former Democratic Gov. Ed Rendell)
November 9, 2005 letter to Texas Health and Human Services

A Non-Compliant Service Provider

The audit that is the subject of this BFO's Audit Report was precipitated by RA uncovering in the course of its regular and ongoing evaluation of service provider activity, contract breaches by a service provider ("SP") allegedly due to significant, purposeful noncompliance by the

service provider with Program billing rules and requirements. Following an internal investigation, RA immediately suspended the contract with the SP, withheld any further reimbursements to the SP, and advised DHS of what RA had found as of that point in time. RA analyzed the SP's billings for the then current fiscal year to attempt to determine, the discernable amount of money owed back to DHS by the SP.

RA had kept DHS apprised of all that was going on regarding the SP matter as it progressed, and in January of 2015 provided DHS with a comprehensive summary of what RA had learned. RA requested DHS' guidance and instructions on how to proceed, and suggested again that an appropriate investigatory agency or department of the Commonwealth be requested to conduct a formal investigation of the SP.

The BFO Audit Process

At the Opening Conference, BFO made two very significant representations to RA. RA was advised that there were two distinct components of BFO's audit: (1) BFO was to audit RA to determine whether it was complying with the Grant Agreement with DHS, and (2) BFO was to explore the allegations that had been made against the SP concerning improper billing practices.

With regard to the scope of the audit concerning RA's compliance with the Grant Agreement with DHS, BFO visited the RA office on multiple occasions over several months. During those visits, RA and its employees cooperated fully, and answered all of the questions posed to them. RA described its entire DHS-approved Program, accounting procedures, internal controls, service provider monitoring procedures, and other pertinent matters. In addition, BFO visited the multiple sites of an additional four (4) service providers of RA (who are "vendors" and not "subrecipients"), to determine whether the service provider vendors were complying with their agreements with RA.

RA agrees with the following conclusions reached by BFO in its Draft Audit Report concerning RA and the multiple sites of the four (4) service provider vendor organizations visited by BFO:

Page 1 – "The BFO found RA to be generally in compliance with the grant requirements."

Page 3 – "The BFO determined that RA was generally in compliance with the DHS grant requirements. Additionally, the BFO did not note any non-compliance with the Spiritual Counseling Guidelines at any of the five service providers we visited."

Appendix A, Page 2 of 2 – "RA was generally in compliance with applicable statutes, regulations and the grant agreement and performs adequate monitoring of its sub-grantees (sic)." [The service providers are legally "vendors" and not "sub-grantees."]

There is clearly a sum of money that is likely owed back to DHS, and BFO learned substantial, convincing facts during its audit to very clearly indicate in its Audit Report that those funds are owed by the noncompliant SP, the responsible party.

Although RA responses to BFO Findings are attached hereto, since RA was not provided with BFO's Final Audit Report prior to the deadline for having to provide this response, RA

reserves the right to further respond as it may deem necessary, on RA's website at: www.RealAlternatives.org/BFOAudit, at a reasonable time after BFO's Final Report is issued.

Sincerely,

A handwritten signature in black ink, appearing to read "Kevin I. Bagatta". The signature is fluid and cursive, with a large, stylized initial "K".

Kevin I. Bagatta, Esq.
President & CEO

A handwritten signature in black ink, appearing to read "Thomas A. Lang". The signature is fluid and cursive, with a large, stylized initial "T".

Thomas A. Lang, Esq.
Vice President of Operations

Real Alternatives Response

Finding:

- Inappropriate Billings Were Identified at Service Providers

Summary:

Real Alternatives discovered that one of its 29 vendor service providers had substantial incorrect billings allegedly due to purposeful noncompliance of program rules and its contractual agreement with Real Alternatives. After an extensive investigation of this breach of contract, Real Alternatives provided the BFO auditors with its investigation results including the amount the service provider needs to remit back to DHS through Real Alternatives.

The BFO auditors incorrectly estimated the amount owed to Real Alternatives and DHS by the vendor service provider described above allegedly due to purposeful noncompliance of program rules and contractual agreement.

The BFO auditors tested five service providers in total that are under contractual agreement to Real Alternatives as Vendor Service Providers. Four other vendor service providers had errors of \$951 due to accidental omission of client signatures necessary for valid billing, which amount has been recovered by Real Alternatives.

To accurately reflect the circumstance, Real Alternatives believes the Finding should be written as follows:

Finding:

Substantial questioned costs owed by one service provider

Summary:

BFO tested statistically valid random sample of claims forms at five vendor service providers. Substantial questioned costs owed by one vendor service provider allegedly due to purposeful noncompliance with program rules and contract agreement were identified.

Highlight of Recommendations:

The DHS Office of Social Programs (OSP) should:

- Recover from that one service provider, through Real Alternatives, the amount related to claims that were inappropriately billed allegedly due to purposeful noncompliance with the program rules and contractual agreement.

Results of Field Work

BFO determined that RA was generally in compliance with DHS grant requirements, and that RA performs adequate monitoring of the Program service provider vendors. Additionally, BFO did not note any non-compliance with the Spiritual Counseling Guidelines at any of the five vendor service providers.

Finding – Substantial questioned costs at one vendor service provider allegedly due to purposeful noncompliance with program rules and contract agreement.

BFO tested paid claims forms for five vendor service providers. Errors that were identified at one vendor service provider included missing or noncompliant required signatures; billing individual counseling time for two people when providing services simultaneously to a couple; billing for individual counseling sessions when classes should have been billed; and other billing practices that were allegedly and purposefully noncompliant with program rules.

Errors that were identified at the other four vendor service providers were due to missing signatures that resulted in total questioned costs of \$951. Real Alternatives has recovered that amount from the four vendor service providers.

Recommendations

BFO recommends that the OSP recover from the one service provider, through Real Alternatives, related claims that allegedly were purposefully inappropriately billed and paid allegedly due to purposeful noncompliance with the program rules and contractual agreement.

Since RA was not provided with BFO's Final Audit Report prior to the deadline for having to provide this response, RA reserves the right to further respond as it may deem necessary, on RA's website at: www.RealAlternatives.org/BFOAudit, at a reasonable time after BFO's Final Report is issued.

Real Alternatives Response

Finding:

- Program Quality Improvements

Summary:

Real Alternatives developed its award winning statewide program administration system 20 years ago. DHS approved the entire "first-of-its-kind method" used by Real Alternatives in regards to billing procedures, claims processing, internal controls, financial controls, and allowable program reimbursement. That method has been extensively audited 4 different times, which resulted in perfect audits.

Real Alternatives, through its DHS-approved administration system discovered that one of its 29 vendor service providers had substantial incorrect billings due to alleged purposeful noncompliance of program rules and its contractual agreement with Real Alternatives. After an extensive investigation of this alleged breach of contract, Real Alternatives provided the BFO auditors with its investigation results including the amount the now former vendor service provider needs to remit back to DHS through Real Alternatives.

The BFO auditors incorrectly state that their suggested additional rules would have prevented the alleged purposeful noncompliance of program rules and contractual agreement. Individuals who allegedly purposely did not follow the established program rules they swore they did in an affidavit-type billing claim to Real Alternatives, will not be prevented from doing so with the proposed additional rules. The Real Alternatives administration system is set up to catch this type of error, as it did.

To clear up misleading and mischaracterization of the facts, Real Alternatives believes the Finding should be written as follows:

Finding:

During its audit process, BFO developed various suggestions for Program quality improvement, which were not the cause of any inappropriate billings.

Summary:

During the course of its audit, BFO developed various suggestions of ways to possibly further improve the quality and effectiveness of the Program as a whole. These quality improvement suggestions were not found to be the cause of any funds owed to DHS.

Highlight of Recommendations:

The "quality improvement suggestions" developed by BFO have been shared with the DHS Office of Social Programs (OSP) which should:

- Consider whether it will recommend to RA that one or more of them be implemented in the Program, if they will be effective and economically feasible.

Results of Field Work

Unrelated to the cause of funds potentially being owed to DHS, BFO considered and developed various "quality improvement suggestions" for the Program as it moves forward.

Finding – During its audit process, BFO developed various suggestions for Program quality improvement, which were not the cause of any inappropriate billings.

During the course of its audit, BFO developed various suggestions of ways to possibly further improve the quality and effectiveness of the Program as a whole. These quality improvement suggestions were not found to be the cause of any funds owed to DHS.

Recommendations

BFO recommends that the OSP consider the "quality improvement suggestions" developed by BFO that have been shared with OSP, for a determination along with RA as to whether one or more of them can and should be implemented in the Program, based upon considerations of likely effectiveness and economically feasibility.

Since RA was not provided with BFO's Final Audit Report prior to the deadline for having to provide this response, RA reserves the right to further respond as it may deem necessary, on RA's website at: www.RealAlternatives.org/BFOAudit, at a reasonable time after BFO's Final Report is issued.

Real Alternatives Response

Finding:

- Real Alternatives' additional contract with its service providers

Summary:

In addition to the service provider program agreement for service under the DHS funded agreement, Real Alternatives and its 29 vendor service providers have an additional private contract with each other for the development and advancement of its programs and mission.

Before implementing this additional agreement between RA and its service providers, in discussions with the DHS Program Manager in May of 1997, RA was informed that administrators of other DHS programs have done the same thing, and that "it is none of the department's [DHS's] business what other contracts you have with your service providers. What they do with their money after they earned it under the DHS Agreement is not our business."

DHS approved RA documents with the additional agreement language in them for FY 1997-1999 and FY 1999-2000.

Commonwealth auditors have viewed the additional agreement language and its payment by service providers four times over the years and found no issues. Due to the understanding that funds generated by the additional agreement language were Real Alternatives' own funds, auditors never asked to audit the funds during these extensive audits.

Over the past 20 years, DHS and Commonwealth auditors understood that due to the fee-for-service legal relationship between Real Alternatives and its vendor Service Providers, once funds are earned by service providers, it is their money to use and dispose of, and is no longer the Commonwealth's money. From a purely legal perspective, this fee-for-service payment is no different than services provided to Real Alternatives by its employees, consultants, phone company, electric company, or other vendors, etc. This clearly explains why DHS had no issue when Real Alternatives informed them of the additional agreement language before Real Alternatives implemented it.

As such, the Commonwealth and BFO today, still do not have authority to access and audit accounts or other agreements outside the DHS contract with Real Alternatives. These funds are audited annually, however, by an outside CPA firm, which provides an audit report to the RA Board of Directors. That CPA audit is forwarded to the DHS and the BFO annually.

Since RA was not provided with BFO's Final Audit Report prior to the deadline for having to provide this response, RA reserves the right to further respond as it may deem necessary, on RA's website at: www.RealAlternatives.org/BFOAudit.

EXHIBIT M

DATE OF MAILING: April 9, 2018

Daniel E. Stevens
Executive Director
Campaign for Accountability

Re: Right-to-Know Law Request received March 1, 2018;

Request for copies of reports of all Comptroller Multi-Year Contract Compliance Audits performed by the Office of the Budget regarding the Commonwealth's contracts with Real Alternatives.

Dear Mr. Stevens:

On March 1, 2018, the Office of the Budget's Agency Open Records Office received your written request made pursuant to the Commonwealth's Right-to-Know Law (RTKL), 65 P.S. §§ 67.101 *et seq.* You requested "copies of the reports of all Comptroller Multi-Year Contract Compliance Audits performed by the Office of the Budget regarding the Commonwealth's contracts with Real Alternatives from January 1, 1997 to the date the search is conducted."

By letter dated March 9, 2018, the Office of the Budget extended its time to respond to your March 1, 2018 request until April 8, 2018. The Office of the Budget has completed its review of your request and its records and provides you with this final response.¹

The Office of the Budget is in possession of one (1) record within the scope of your request, an unissued, draft audit report regarding the period July 1, 1998 To June 30, 1999. That record is exempt from public release, however, because it is merely a draft report, which constitutes an audit work paper.²

¹ The Office of the Budget was closed on Sunday, April 8, 2018 and, therefore, provides you with this final response on Monday, April 9, 2018. As you may know, the Pennsylvania Department of Auditor General recently performed an audit of the Real Alternatives Grant and released a report of that audit on September 18, 2017. You may search for and access the audit report on the Auditor General's website, <http://www.paauditor.gov>.

² The Office of the Budget notes that The Commonwealth of Pennsylvania General Records Retention and Disposition Schedule, Manual 210.9 Amended, available at http://www.oa.pa.gov/Policies/Documents/m210_9.pdf, establishes a seven (7) year retention period for audit reports and

Under Section 708(b)(17) of the RTKL, agency records relating to noncriminal investigations are exempt from public disclosure. 65 P.S. § 67.708(b)(17). Additionally, the RTKL expressly excludes from public disclosure work papers underlying an audit. 65 P.S. § 67.708(b)(17)(v). The RTKL does not define “noncriminal,” “investigation,” or “work papers.” See 65 P.S. § 67.102 (definitions). Chapter 1 of Title 63 of the Pennsylvania Statutes, known as the “CPA Law” also provides no definition of “work papers.” The Pennsylvania Commonwealth Court has concluded, however, that “‘noncriminal’ applies to investigations other than those which are criminal in nature and that ‘investigation’ means ‘a systematic or searching inquiry, a detailed examination, or an official probe.’” *Port Auth. of Allegheny Cty. v. Towne*, 174 A.3d 1167, 1170–71 (Pa. Cmwlth. 2017), *reargument denied* (Nov. 8, 2017) (quoting *Dep’t of Health v. Office of Open Records*, 4 A.3d 803, 810–811 (Pa. Cmwlth. 2010)). The inquiry, examination, or probe must be “conducted as part of the agency’s official duties.” *Dep’t of Health v. Office of Open Records*, 4 A.3d at 814.

The Association of International Certified Professional Accountants (AICPA) is a member association representing the accounting profession which sets standards in the accounting profession for ethics and for auditing for private business, for nonprofit organizations, and for government at the federal, state, and local levels. The AICPA offers guidance to the profession in accordance with generally accepted auditing standards (GAAS). GAAS is a set of standards to which audits are performed and judged. AICPA’s guidance includes guidance on the topic of an auditor’s responsibility to prepare audit documentation. The AICPA notes that, for purposes of GAAS, the term “audit documentation” – also sometimes called “workpapers” or “working papers” – refers to the “record of audit procedures performed, relevant audit evidence obtained, and conclusions the auditor reached.” AICPA’s AU-C section 230 (Audit Documentation).³ AICPA provides the following as examples of audit documentation:

- Audit plans;
- Analyses;
- Issues memorandums;

associated documentation. As such, the retention period for this record – and associated records, including any final audit report – has expired. The Office of the Budget inadvertently retained the draft report beyond its retention period, although any final audit report appears to have been disposed of in accordance with Manual 210.9 Amended.

³ This publication is available on the AICPA’s website, www.aicpa.org.

- Summaries of significant findings or issues;
- Letters of confirmation and representation;
- Checklists;
- Correspondence (including e-mail) concerning significant findings or issues.

The AICPA also notes in paragraph .A29 of AU-C section 230 that “[a]udit documentation is the property of the auditor, and some states recognize this right of ownership in their statutes.” Indeed, the CPA Law provides that:

All statements, records, schedules, working papers and memoranda prepared by a licensee or a partner, shareholder, member or other owner of an equity interest in a firm, or an officer, director, employe or agent of a licensee incident to or in the course of rendering services to a client pursuant to the practice of public accounting, except reports submitted to a client and statements, records, schedules, working papers and memoranda provided by a client to a licensee or a partner, shareholder, member or other owner of an equity interest in a firm, or an officer, director, employe or agent of a licensee, shall be and remain the property of the licensee in the absence of an express agreement between the licensee and the client to the contrary. No such statement, record, schedule, working paper or memorandum shall be sold, transferred or bequeathed, without the consent of the client or his personal representative, successor or assignee, to anyone other than one or more surviving or new partners, members, shareholders or other owners of an equity interest of the licensee or any combined or merged firm or successor in interest to the licensee. Nothing in this section shall be construed as prohibiting any temporary transfer of working papers or other material in the course of complying with the peer review provisions of this act or as otherwise interfering with the disclosure of information pursuant to section 8.9 of this act.

The unissued, draft audit report constitutes an audit work paper, which is exempt from public release under the RTKL. The Office of the Budget does not possess any final audit report within the scope of your March 1, 2018 request and, therefore, your request is denied.

I have personal knowledge of the factual statements made in this letter, and they are true to the best of my knowledge, information, and belief. I understand that any false statements herein are made subject to the penalties (including perjury) of 18 Pa.C.S. § 4904 (relating to unsworn falsification to authorities).

You may appeal the Office of the Budget's response to your request. You may appeal to the Office of Open Records by writing to:

Erik Arneson
Executive Director
Office of Open Records
333 Market Street, 16th Floor
Harrisburg, PA 17126-0333

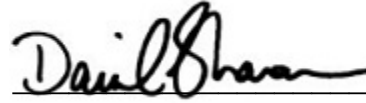
If you choose to appeal you must do so within 15 business days of the mailing date of this response and send to the Office of Open Records:

1. this response;
2. a copy of your original request; and
3. the reason why you think the Office of the Budget is wrong for determining that the record is not public (a statement that addresses any ground stated by the agency for the denial). If the Office of the Budget gave several reasons why the record is not public, then state which reasons you think were wrong.

Also, the OOR has a general appeal form available for you to use on its website at: <https://www.dced.state.pa.us/public/oor/appealformgeneral.pdf>.

This letter closes this RTKL request made to the Office of the Budget.

Sincerely,

A handwritten signature in black ink, appearing to read "Daniel Sharar", is written over a horizontal line.

BY: DANIEL SHARAR
AGENCY OPEN RECORDS OFFICER
OFFICE OF THE BUDGET
COMMONWEALTH OF PENNSYLVANIA

bdz/OB-2018-RTK-000092_FinalResponse

cc: Daniel Sharar
Office of the Budget RTKL File 20180012
OB Legal File OB-2018-RTK-000092

EXHIBIT N

Derman, Barbara (DHHS)

From: Derman, Barbara (DCH)
Sent: Tuesday, March 11, 2014 6:10 PM
To: Fink, Brenda (DCH)
Subject: REAL ALTERNATIVES Recap of problems from the contracting process

Importance: High

Concerns that we had during the contracting process centered around our wanting to be able to assure that the program was providing the services they describe in the program description, our ability to assure quality of care measures, and our ability to evaluate client pregnancy outcomes as we do with other funded maternal programs:

1. The program description states they provide "comprehensive pregnancy, parenting and adoption support" to women who elect to keep an unexpected pregnancy, providing "counseling, education, material assistance, and referrals" through a "network of pro-life pregnancy support centers, maternity homes, adoption agencies and social service agencies."
 - We wanted them to report on the actual services and referrals provided to clients.
 - They were unwilling to change their reporting format in order to report actual referrals, except for referrals for prenatal care and pediatric care they were already reporting.
 - They only report a number of "Counseling/Referral" issues noted by the counselors (volunteers or counselors with minimal training) during their sessions. The list includes issues like: child care, breastfeeding, depression, drug/alcohol, adoption, family support, education, financial/job, nutrition, STD risks & information, etc.
 - Reporting of services is also limited to a list of "Class/Assistance" noted by the service provider. The list includes: abstinence/chastity class, childbirth class, pregnancy class, parenting class, family support class, clothing, food, furniture, pregnancy test kit.
2. We wanted to know how the program would collaborate with the network of maternal and child health programs in Michigan to improve pregnancy outcomes and infant mortality, specifically WIC & MIHP.
 - They made it clear that they would not refer women to public health programs like WIC, MIHP, or local health departments, citing a concern that women might be given information about family planning or that these programs may be housed where women might also access family planning.
 - They initially agreed to report referrals to nutrition or home visiting programs other than WIC and MIHP, but later asked to have that requirement removed.
 - As a result we do not know the quality of wrap around services the 2000 or so potential women served by the program will receive.
3. We wanted to collect client specific data to be able to access birth weight, preterm births and other birth outcomes by linking to vital records as we do to evaluate effectiveness of other programs.
 - They did not agree to report any client data beyond what they were currently collecting in the PA program, county of residence, age, race and ethnicity.
 - As a result we do not have the ability to evaluate the quality of support services provided to pregnant women in the program in terms of maternal or birth outcome measures.

Barbara (Quess) Derman, MSW
Public Health Consultant
Women's Reproductive Health
PO Box 30195, 109 W. Michigan Ave.
Lansing, Michigan 48909
Phone: 517-335-8696 Fax: 517-335-8822

EXHIBIT O

Derman, Barbara (DHHS)

From: Derman, Barbara (DCH)
Sent: Tuesday, November 05, 2013 9:58 AM
To: Fink, Brenda (DCH); Dunbar, Paulette Dobynes (DCH)
Subject: Draft Real Alternatives Attachment E
Attachments: DRAFTReal Alternatives Attachment E- Statement of Work 2014.doc

Importance: High

I sent this draft on Sunday afternoon, but the subject line wasn't clear. I think you may want to review so we can get it to Kristi soon -----Original Message-----

From: Derman, Barbara (DCH)
Sent: Sunday, November 03, 2013 4:20 PM
To: Dunbar, Paulette Dobynes (DCH); Fink, Brenda (DCH)
Cc: Derman, Barbara (DCH)
Subject: FW: Real Perspectives: Answers

Good morning Paulette and Brenda

Greetings from Atlanta! I worked on this Friday afternoon, but wanted to look it over before I sent it to you to read before you send it on to Kristi. I just went over it and I think I have captured what we agreed to on the conference call on Friday morning. I took the original Attachment E that Real Alternatives sent to us and added in the items he agreed to on Friday and removed the items from our correspondence that we agreed to let go of. I have highlighted the portions that I thought you might need to be sure I am capturing what we agreed. For example I think you may have said that we wanted to know about numbers of referrals to WIC and MIHP, so I added that in. I removed any requirement of "completed linkage to care" and just put in what they said they already track in terms of PN care, pediatric care, immunization status. I will have access to email tomorrow and will be flying home in the evening, so can make a change if you need.

From: Derman, Barbara (DCH)
Sent: Friday, November 01, 2013 3:12
To: Derman, Barbara (DCH)
Subject: FW: Real Perspectives: Answers

Barbara (Quess) Derman, MSW
Public Health Consultant
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PO Box 30195, 109 W. Michigan Ave.
Lansing, Michigan 48909
Phone: 517-335-8696 Fax: 517-335-8822
Cell: 517-449-5968 DermanB@michigan.gov
From: Broessel, Kristi (DCH)
Sent: Thursday, October 31, 2013 1:51 PM
To: Dunbar, Paulette Dobynes (DCH); Fink, Brenda (DCH)
Subject: Real Perspectives: Answers

This is the information that I sent to them from Paulette and they provided some responses for our consideration. Please let me know if you want to have the phone meeting with me at 8:30 tomorrow morning. Thank you.

Attachment E – Statement of Work for FY 2014 Pregnancy and Parenting Support Services Program

By November 15, 2013 submit to DFCH@michigan.gov the Pregnancy and Parenting Support Services Program description of service:

1. Describe the core program elements and the manner in which services will be delivered.
 - a. Describe the individuals who will be eligible to receive services in the program, including any income or residency requirements, and any limitations due to race, gender, ethnicity, age or religion.
 - b. Describe the geographic areas within the State where program services will be provided.
 - c. Describe the core services that will be provided to eligible clients that promote childbirth instead of abortion, and that assist pregnant women with their decision regarding parenting or adoption.
 - d. In addition to the core services, describe the additional support services that will be available to eligible clients in the program.
 - e. Describe the advertising, outreach and marketing efforts that may occur to advise potential eligible clients of the availability of program services.
 - f. Describe how potential clients will access program services?
2. Describe the network of program service providers and counselors, and how they become eligible to provide approved program services.
3. Describe the plan for data collection of required program reporting; and the plan for program quality assurance monitoring, including site reviews and financial accountability.

Program Objectives

1. Assist pregnant women in Michigan to maintain pregnancy and achieve positive healthy pregnancy outcomes through provision of pregnancy support services and referrals to care.
 - a. Provide compassionate, caring and free services through approved life-affirming pregnancy support centers, social service agencies, maternity homes and adoption agencies
 - b. An evaluation of the client's needs is made by the counselor during the initial counseling session.
 - c. Provide pregnancy and parenting support services support utilizing trained crisis intervention counselors (degreed, non-degreed and volunteers)
 - d. Provide referrals to other available community services to support pregnant woman who are experiencing unplanned/crisis pregnancies, including referrals for prenatal and pediatric care, medical home, social services, and other supports as required and available.
 - e. Client feedback is obtained to assure client support during crisis and counseling interventions
2. Assist new Michigan parents establish positive parenting practices through provision of parenting support services.

- a. Provide counseling and parenting education and referrals to pediatric care, social services, child care, financial support, housing, education for improving skills or obtaining a GED, job service and vocational training programs
 - b. Provide parenting support utilizing trained counselors (degreed, non-degreed and volunteers)
3. Assist women in Michigan who thought they were experiencing an unplanned/crisis pregnancy, but who are found to be not pregnant.
 - a. Provide information on the risks of sexually transmitted diseases, relationship counseling, decision-making counseling, chastity information, teen pregnancy prevention programs, and other counseling to modify risk-taking behavior
 - b. Provide services to women in this category utilizing trained counselors (degreed, non-degreed and volunteers)
4. Serve approximately 2000 women and parents of infants at approximately 8000 visits.
5. Have Service Providers establish and maintain referral lists to life-affirming Michigan public and nonprofit organizations providing care to mothers and infants to assure ongoing care and services.
 - a. Each Service Provider Organization must have the appropriate referral resources to serve clients with essential and beneficial referrals including:
 - i. Referrals for prenatal and pediatric care,
 - ii. Referrals for a medical home
 - iii. Referrals for social services organizations and support services such as:
 - i. WIC, other nutrition programs, Local MIHP, local DHS, Local health department, adoption agencies, child care, financial support, housing, education for improving skills or obtaining a GED, job service and vocational training programs
 - b. Service Provider Organizations are responsible to assure that referral sources are pro-life and continue to be pro-life.
 - c. Service Provider Organizations are responsible to evaluate referral organizations to assure they comply with client service requirements.
 - d. Information concerning referral resources will be obtained at each site Monitoring.
6. Assure that program vendor Service Providers:
 - a. Are a nonprofit organization with 501(c)3 tax exempt status
 - b. Operate an alternatives to abortion program that has a stated policy of actively promoting childbirth instead of abortion
 - c. Maintain a pro-life mission and agree not to promote, refer, or counsel abortion as an option to a crisis or unplanned pregnancy
 - d. Are physically and financially separate from any entity that advocates, performs, counsels, or refers for abortion

- e. Understand that the funding for alternative to abortion services under this program does not include funding for the provision, referral, or advocacy of contraceptive services, drugs, or devices
 - f. Provide core services consisting of information and counseling that promotes childbirth instead of abortion, and assists pregnant women in their decision regarding adoption or parenting
 - g. Are nondiscriminatory
 - h. Agree not to promote the teaching or philosophy of any religion or religious organization while providing program services to the client
 - i. Have been in operation a minimum of one year providing core alternative to abortion services to women in a crisis pregnancy
 - j. Provide abstinence education as the best and only method of avoiding unplanned pregnancies and sexually transmitted infections
 - k. Agree to serve all eligible clients, including those with Limited English Proficiency
 - l. Will annually verify that all staff and volunteers have current Michigan State Police and Child Abuse background check clearances
 - m. Maintain client confidentiality
 - n. Will submit their counselor training materials, and policies and procedures manual for evaluation
 - o. Do not charge a fee for services to eligible clients.
 - p. Provide handicapped accessible services.
7. Assure Service Provider compliance with program policies and objectives, including:
- a. Initial and annual site monitoring of Service Provider sites including the following:
 - i. Interview portion: Review of policy and procedure manuals and documentation of Board of Directors approval (manuals include: Non-Discrimination Policy, Confidentiality Policy, Sexual Harassment Policy, Spiritual Issues Policy, Abortion/contraception Policy, internal client grievance procedures, Limited English Proficiency Policy, Adoption Policy); Review of counselor training plan, counseling skills training, training materials, assessment and ongoing training; Review of corporate documents (Mission statement, board of directors listing, articles of incorporation, by-Laws , non-profit status); Review of program operations (including, Client intake form, Client services, Primary client referral sources, Provider referral resource list, Pregnancy test requirements, Client educational materials, and Staff/volunteer training procedures)
 - ii. Site Inspection portion: Inspection of facility including: waiting area, counseling areas lavatories, fire safety procedures and equipment, review of literature, review of current counselor child abuse clearance, handicap accessibility, confidential handling of client files, review of service site website and/or yellow page ads.
 - iii. Review of randomly selected client files for accuracy of billing.
 - b. Assure accurate record-keeping of client eligibility
 - c. Assure accurate submission of billing forms
 - d. Assure all services are provided in a respectful and non-judgmental manner

- i. Assure all services are provided to eligible clients with limited English, hearing or visual capabilities
 - ii. Assure all services are provided with appropriate cultural sensitivities
 - e. Assure financial accountability through program site monitoring.
 - f. Ongoing assurance measures include: (1) a corrective action plan process is in place for any non-compliance issues identified on site monitoring. (2) Policy manual updates must be submitted to Real Alternatives for review and approval and are checked at subsequent site monitoring.
- 8. Assure compliance with program reporting requirements. Quarterly Reports are to be submitted to DFCH@michigan.gov by 45 days after the end of the quarter. The Quarterly Reports will, at a minimum, provide a total accounting of the following activities of the Service Providers:
 - a. Monitoring activities completed;
 - b. Monitoring Report findings for each site monitored and subsequent corrective actions taken;
 - c. Technical assistance provided;
 - d. Follow-up on site monitor findings for Service Providers;
 - e. Direct service activities such as information/services provided or referrals made;
 - f. Significant Project(s) Status Report(s) including a brief narrative of projects described in the Work Plan, and any other significant projects or activities; and
 - g. Total Department Grant funds expended, by funding source, on Grantee administrative services.
 - h. The number of pregnant women served, by their county of residence, and their age reported by the following age groups:
 - 1. Less than 16 years old;
 - 2. 16 years old through 20 years old;
 - 3. 21 years old through 25 years old;
 - 4. 26 years old through 30 years old;
 - 5. 31 years old through 35 years old;
 - 6. 36 years old through 40 years old;
 - 7. 41 years old through 45 years old;
 - 8. 46 years old and older.
 - i. The number of pregnant women served by race, by county, by age (White, African American, Native American, Asian, multi-racial, unknown/not declared)
 - j. Number of pregnant women served by ethnicity, by county, by age (Hispanic, non-Hispanic)
 - k. The number of visits by clients by county, by age, by type of visit;
 - l. The number of hours of counseling and education provided, by Service Provider;
 - m. Report of number of outreach activities for Michigan by type:
 - a. Hotline calls from Michigan and number of subsequent referrals to Service Providers
 - b. Face-to-face outreach activities in Michigan
 - c. Public Information activities in Michigan
 - n. Report number of Service Provider referrals by type:
 - a. Prenatal care providers
 - b. Pediatric care providers

- c. WIC
 - d. MIHP providers
- o. Report of client outcomes
 - a. Number of clients indicating they are choosing childbirth
 - b. Number of clients keeping prenatal care appointments
 - c. Number of clients keeping pediatric care appointments
 - d. Number of clients with infants up to date in immunizations

EXHIBIT P

Derman, Barbara (DHHS)

From: Derman, Barbara (DCH)
Sent: Wednesday, December 18, 2013 3:03 PM
To: Fink, Brenda (DCH)
Subject: RE: Status of Real Alternatives Contract

Yep! We'll get what we get I guess...but we tried ☺

Barbara (Quess) Derman, MSW

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Cell: 517-449-5968 DermanB@michigan.gov

From: Fink, Brenda (DCH)
Sent: Wednesday, December 18, 2013 2:44 PM
To: Derman, Barbara (DCH); Broessel, Kristi (DCH); Dunbar, Paulette Dobyne (DCH)
Subject: RE: Status of Real Alternatives Contract

Agreed. This was another area where there power point (or maybe it was one of the CEO's emails) said they did collect referral data and/or that they "kept track of", whatever the wording was---but when push came to shove he only meant it may (or may not) get brought up in a "counseling" session and it's up to the "counselor" to make a slash mark somewhere (or whatever they do) just to note that the subject came up. Has nothing to do with anyone actually making a referral, or even referral info being actually given to the woman.

Brenda Fink, A.C.S.W.
Director, Division of Family and Community Health
Michigan Department of Community Health
109 W. Michigan Ave.
Lansing, MI 48933
517-335-8863
Fax: 517-335-8697
finkb@michigan.gov

From: Derman, Barbara (DCH)
Sent: Wednesday, December 18, 2013 1:35 PM
To: Broessel, Kristi (DCH); Fink, Brenda (DCH); Dunbar, Paulette Dobyne (DCH)
Subject: RE: Status of Real Alternatives Contract

OK, I think I do recall talking about that! Thanks!

Barbara (Quess) Derman, MSW

Public Health Consultant
Women's Reproductive Health
PO Box 30195, 109 W. Michigan Ave.
Lansing, Michigan 48909
Phone: 517-335-8696 Fax: 517-335-8822
Cell: 517-449-5968 DermanB@michigan.gov

From: Broessel, Kristi (DCH)
Sent: Wednesday, December 18, 2013 1:30 PM
To: Derman, Barbara (DCH); Fink, Brenda (DCH); Dunbar, Paulette Dobynes (DCH)
Subject: RE: Status of Real Alternatives Contract

Per my notes, we had agreed to remove them from the reporting and work with the reporting breakdowns/referrals that Real Alternatives currently has programmed in their data reporting system.

From: Derman, Barbara (DCH)
Sent: Wednesday, December 18, 2013 12:23 PM
To: Fink, Brenda (DCH); Broessel, Kristi (DCH); Dunbar, Paulette Dobynes (DCH)
Subject: RE: Status of Real Alternatives Contract

So reading through the contract, I see that we left in the requirement (5.a.iii) that each service provider have referral resources for "WIC, or other nutrition programs; MIHP, or other home visiting programs".

But in the reporting requirement (8.k.) we dropped the requirement that they report Nutrition or Home Visiting referrals. I only see Prenatal care providers and Pediatric care providers. I didn't understand we were taking those out, only thought we removed WIC and MIHP specifically. Referrals for general Nutrition services and Home Visiting programs were in the last draft I saw. I don't know if that's a big deal or not, but we will have no reporting on those types of referrals after all.

Barbara (Quess) Derman, MSW
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Women's Reproductive Health
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From: Fink, Brenda (DCH)
Sent: Tuesday, December 17, 2013 1:55 PM
To: Broessel, Kristi (DCH); Dunbar, Paulette Dobynes (DCH)
Cc: Derman, Barbara (DCH)
Subject: RE: Status of Real Alternatives Contract

Always good to know! I'm sure Quess will keep you included in the loop for sure as we move forward together on this.

Brenda Fink, A.C.S.W.
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Michigan Department of Community Health
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From: Broessel, Kristi (DCH)
Sent: Tuesday, December 17, 2013 1:52 PM
To: Fink, Brenda (DCH); Dunbar, Paulette Dobynes (DCH)
Cc: Derman, Barbara (DCH)
Subject: RE: Status of Real Alternatives Contract

Thank you. Please note that as you work with them on this program you feel the need to modify any of the existing requirements, we can address those through an amendment.

EXHIBIT Q

Derman, Barbara (DHHS)

From: Dunbar, Paulette Dobynes (DCH)
Sent: Monday, January 13, 2014 3:21 PM
To: Fink, Brenda (DCH); Brim, Melanie B. (DCH)
Subject: RE: Monday morning mtg w/Real Alternatives

One additional status item: the agency has submitted an FSR for October. (This morning Kristi indicated there is a second one for November). Kristi will be contacting the agency to confirm that the activities charged against the contract are those of setting up program services in the state and not the cost of negotiating the contract. It is hard to tell by the FSR and their first quarterly report is not due until end of the month. So there will be more clarifying questions of the agency regarding their FSR. Once we have this clarified their FSR should flow more smoothly with more timely reimbursements.

From: Fink, Brenda (DCH)
Sent: Monday, January 13, 2014 9:29 AM
To: Brim, Melanie B. (DCH)
Cc: Dunbar, Paulette Dobynes (DCH)
Subject: RE: Monday morning mtg w/Real Alternatives
Importance: High

I'm cc'ing Paulette as Quess Derman, who is going to be the "hands on" staff with this, is Paulette's so she may have a bit more updated detail. Bottom line, we (Kristi Broessel, Paulette and I) have successfully negotiated their contract, and I believe it's all signed and in place now. Kristi is directly handling the contract flow. As far as I am aware, including from Kristi, Real Alternatives is fine with their contract and the expectations. We did not put anything in the contract that goes beyond what they currently do.

One issue that came up, and we see as a problem if this program goes beyond this one-year "pilot" status, is that they do not want to refer to or actually work with MIHP or WIC. Since these are run by PH departments, and some LHD's have family planning, they don't want to deal with any agencies at all that do not their their absolute right to life stance. (one of our MIHP brochures mentions, along with a lot of other areas that MIHP covers, helping a woman with a family planning/reproductive life plan—they don't like that).

We wanted more information than they collect, so we could tie their results to vital records for things like evaluating preterm births and other birth outcomes by linking to vital records as we do for other programs, but they refused to do that. They are not willing to give us information about referrals they do make---they only note/count if a counselor (volunteers, given a brief training) say they mention things like nutrition, etc.

When Paulette and I met with Jim H, Eliz H and Geralyn right before the holidays when he was meeting with folks re: programs, he asked about this as well. He did seem to understand well the concern about not being willing to work/refer to WIC and MIHP. So, going forward for next year, there may be some room for expecting more. Bottom line, this is a one-issue program and we're just concerned that the several thousand women they propose to serve are not likely to be linked with other options that are critical to more birth outcomes than just not having an abortion. Paulette, anything else to add? Relationships are good between us, as far as the work right now is concerned—at least as far as I'm aware. We backed off of some of what we wanted in reporting to accommodate what they currently do.

From: Brim, Melanie B. (DCH)
Sent: Monday, January 13, 2014 9:08 AM
To: Fink, Brenda (DCH); Brim, Melanie B. (DCH)
Cc: Anderson, Paula (DCH)
Subject: RE: Monday morning mtg w/Real Alternatives

Brenda,

I was wondering if you could give me a quick update on where we are these days with Real Alternatives. Thanks.

Melanie

From: Fink, Brenda (DCH)
Sent: Friday, September 20, 2013 4:58 PM
To: Brim, Melanie B. (DCH)
Cc: Anderson, Paula (DCH)
Subject: Monday morning mtg w/Real Alternatives
Importance: High

Just a quick update on where we are with this.

1. No doubt you remember this is the \$700k in FY15 (Sec. 1136) that is intended for a “pregnancy and parenting support services program as a pilot project”. This is the crisis pregnancy program that has been proposed each of the past couple of years, but never made it to the final version. For FY15 it did (but did not name the agency that was to get it like prior language). Those behind this program and language want \$2 million in FY15.
2. Real Alternatives met with Jim H; Tim B was there along with Alethia. Jim committed the funding to them in this meeting—which was the intent of those that were behind this in the budget process.
3. Kristi B and I have been working together to figure out how to manage this. Likely you know Nick decided that Kristi would send out and “manage” the contract from Operations rather than have us/DFCH as clearly designated as the responsible area (an administrative decision we are glad to have in place). That said, we are still helping Kristi, and we developed the Statement of Work for the contract and the reporting requirements (which she has and likes; our intent is to make the best of what we can with this according to their own program guidelines).
4. I talked with Kristi today. She has not had time to send the contract packet out to them yet, but plans to do so early next week. Since they will not have seen our contract or the SOW/reporting requirements when you and I meet with them, this will likely save time as they will not be in a position to discuss this with us.
5. So, it truly will be a “meet and greet”, and we can tell them they are about to be contacted by Kristi, she will send the contract that week, and it is set up to start 10/1.
6. We here will do the monitoring and analysis of their program and data reports, and we will make periodic site visits to them as we would other programs we fund. We can certainly share this as well.

Let me know if you have further questions. I’ll likely be checking my work email sometime on Sunday. I’ll plan to be on your doorstep Monday morning at the appointed time!

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EXHIBIT R

Derman, Barbara (DHHS)

From: Derman, Barbara (DCH)
Sent: Tuesday, March 04, 2014 6:30 PM
To: Fink, Brenda (DCH)
Cc: Dunbar, Paulette Dobynes (DCH)
Subject: RE: real alternatives

I think I can find what you need by going back through my emails. I'll look tonight and see if I can send you the list of the issues from the negotiations...things like they were unwilling to refer to MIHP or WIC or local health departments because they may refer clients to family planning providers. They were not willing to report home visiting referrals either. They were basically unwilling to change their reporting system to be able to report referrals, they are only reporting "issues" that come up in the counseling center. The report that they sent for the first quarter, had no services to report yet, because they are still getting providers lined up. When I asked them where they would report referrals to prenatal care providers and to pediatric care, he assured me he would be able to. They also agreed to report the number of clients who had made visits to prenatal and pediatric providers and he assured me he would be able to do that. So we are waiting to see what they do report.

I'll go through the list from those email and send you a more complete list by tomorrow evening.

From: Fink, Brenda (DCH)
Sent: Tuesday, March 04, 2014 4:39 PM
To: Derman, Barbara (DCH)
Cc: Dunbar, Paulette Dobynes (DCH)
Subject: FW: real alternatives

Quess, see below. Would you please send me an email that I can forward to about the issues we had "along the way" with Real Alternatives. The could just be a numbered or bulleted list: e.g., they said they could track referrals, but then really meant they just note if they mention a topic when they meet, there were a number of things their material implied/said they do—but when we really got down to it they don't. He also told us things he would do in one email, then later said no he couldn't, etc. This means going back into your notes and emails, but I think it's worth doing. Short statements/phrases, not long sentences. Also things we are concerned about: didn't want to name MIHP at all due to "family planning counseling", WIC in the same building as, etc. Finally agreed to put MIHP and WIC in the list in the agreement, but practically we doubt this will happen and they have no means to track this; this is a silo program with one aim . . . Framed factually and "neutrally" I think Eliz could do something with this; she's at least in the position to help us know what we can really push on (or not) for another year. And, I'm assuming they still have the same amount in the FY 15 budget--??? I honestly haven't had time to check.

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From: Hertel, Elizabeth (DCH)
Sent: Tuesday, March 04, 2014 12:52 PM
To: Fink, Brenda (DCH)

Cc: Brim, Melanie B. (DCH)

Subject: real alternatives

When you get a chance, can you give me a quick recap of the problems with the contract process?

Elizabeth Hertel

Director of Health Policy and Innovation

Michigan Department of Community Health

Office: 517.241.7656

EXHIBIT S



Quarterly Status Report

January 1, 2018 to March 31, 2018

**Michigan Pregnancy and Parenting
Support Services Program**

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I. Quarterly Administrative Report

A. Significant Project Status

MI Significant Project Status Report

January 1, 2018 to March 31, 2018

Program Update

- Since the inception of the Program on October 1, 2013, our Program Service Providers have provided pregnancy and parenting support services to a total of 5,925 clients at 23,505 visits!

- Of the total 5,925 clients, 3,771 pregnant clients visited at 16,228 appointments, 1,579 Parent of Child clients visited at 6,443 appointments, and 575 Non-Pregnant clients visited at 834 appointments.

Advertising Campaign

School Nurse Letter: In response to an introductory mailing to Michigan school nurses that included available sample educational materials, four additional school nurses requested and received brochures, bookmarks and client cards for distribution to students.

University Health Center Director Letter: In response to an introductory mailing to Michigan university health center directors that included available sample educational materials, an additional director requested and received brochures and client cards for distribution to students.

Toll-Free Hotline

The toll-free hotline, which provides information or patches callers directly to the nearest Service Provider, served one caller statewide during this quarter.

Site Monitoring Reviews

There were none to report this quarter

Initial Site Visits

There were none to report this quarter

Site Relocation

There were no site relocations this quarter

B. Service Provider Site Monitoring and Site Visit Reports

None to Report this Quarter

**C. Total Grant Funds Expended
Administrative Activities**

Real Alternatives
The Michigan Pregnancy and Parenting Support Services Program Expended on
Grantee's Administrative Activities
October 2017 - September 2018

October-17	6,166.51
November-17	7,143.75
December-17	4,533.51
January-18	16,416.15
February-18	8,730.37
March-18	4,109.78
April-18	
May-18	
June-18	
July-18	
August-18	
September-18	

\$ 47,100.07

II. Quarterly Statistical Report Total Services

A. Clients by Age

- **Total**
- **Client Type**
- **Race and Client Type**
- **Ethnicity**

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Clients By Age

All Sites

1/1/2018 - 3/31/2018 TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	2	3	2	0	0	0	7
Alpena	0	0	0	1	0	0	0	0	1
Barry	0	0	0	2	1	0	0	0	3
Bay	0	0	0	2	0	0	0	0	2
Berrien	0	35	65	51	23	9	3	2	188
Branch	0	0	1	0	0	0	0	0	1
Calhoun	0	0	0	1	0	0	0	0	1
Cass	0	10	20	13	6	0	1	0	50
Emmet	0	0	0	1	0	0	0	0	1
Kalamazoo	0	24	37	26	15	10	0	0	112
Kent	0	1	8	1	2	1	0	0	13
Lenawee	0	0	0	1	0	0	0	0	1
Livingston	0	0	0	1	1	0	0	0	2
Macomb	0	4	8	6	11	2	0	0	31
Mecosta	0	0	1	0	0	0	0	0	1
Monroe	0	2	2	1	1	0	0	0	6
Muskegon	0	3	1	3	0	1	0	0	8
Newaygo	0	0	0	1	0	0	0	0	1
Oakland	0	1	2	3	1	1	0	0	8
Ottawa	0	0	2	3	1	0	0	0	6
Saint Clair	0	0	0	0	1	1	0	0	2
Saint Joseph	0	0	0	2	0	0	0	0	2
Van Buren	0	1	1	2	0	1	0	0	5
Washtenaw	0	2	6	6	2	1	1	0	18
Wayne	2	31	52	62	41	19	11	0	218
GrandTotals:	2	114	208	192	108	46	16	2	688

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Pregnant - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	2	2	1	0	0	0	5
Barry	0	0	0	2	1	0	0	0	3
Berrien	0	29	45	39	21	2	2	1	139
Branch	0	0	1	0	0	0	0	0	1
Cass	0	9	20	9	4	0	1	0	43
Kalamazoo	0	13	18	18	11	5	0	0	65
Kent	0	1	1	1	1	0	0	0	4
Lenawee	0	0	0	1	0	0	0	0	1
Livingston	0	0	0	0	1	0	0	0	1
Macomb	0	2	5	4	5	0	0	0	16
Monroe	0	2	2	1	0	0	0	0	5
Muskegon	0	1	1	2	0	1	0	0	5
Oakland	0	1	0	3	1	1	0	0	6
Ottawa	0	0	0	2	1	0	0	0	3
Saint Clair	0	0	0	0	0	1	0	0	1
Saint Joseph	0	0	0	2	0	0	0	0	2
Van Buren	0	1	1	1	0	1	0	0	4
Washtenaw	0	0	2	1	0	0	0	0	3
Wayne	1	19	38	37	28	10	6	0	139
GrandTotals:	1	78	136	125	75	21	9	1	446

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Non-Preg - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	3	9	3	0	2	0	1	18
Cass	0	1	0	1	0	0	0	0	2
Kalamazoo	0	2	1	0	0	1	0	0	4
Macomb	0	1	1	0	0	0	0	0	2
Wayne	0	4	3	2	2	0	1	0	12
GrandTotals:	0	11	14	6	2	3	1	1	38

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Parent - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	0	1	1	0	0	0	2
Alpena	0	0	0	1	0	0	0	0	1
Bay	0	0	0	2	0	0	0	0	2
Berrien	0	3	11	9	2	5	1	0	31
Calhoun	0	0	0	1	0	0	0	0	1
Cass	0	0	0	3	2	0	0	0	5
Emmet	0	0	0	1	0	0	0	0	1
Kalamazoo	0	9	18	8	4	4	0	0	43
Kent	0	0	7	0	1	1	0	0	9
Livingston	0	0	0	1	0	0	0	0	1
Macomb	0	1	2	2	6	2	0	0	13
Mecosta	0	0	1	0	0	0	0	0	1
Monroe	0	0	0	0	1	0	0	0	1
Muskegon	0	2	0	1	0	0	0	0	3
Newaygo	0	0	0	1	0	0	0	0	1
Oakland	0	0	2	0	0	0	0	0	2
Ottawa	0	0	2	1	0	0	0	0	3
Saint Clair	0	0	0	0	1	0	0	0	1
Van Buren	0	0	0	1	0	0	0	0	1
Washtenaw	0	2	4	5	2	1	1	0	15
Wayne	1	8	11	23	11	9	4	0	67
GrandTotals:	1	25	58	61	31	22	6	0	204

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Asian - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	0	0	0	1	0	0	1	2
Cass	0	0	1	0	0	0	0	0	1
Kalamazoo	0	0	1	0	1	1	0	0	3
Macomb	0	0	1	0	1	0	0	0	2
Wayne	0	0	1	1	2	0	0	0	4
GrandTotals:	0	0	4	1	5	1	0	1	12

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Pregnant - Asian - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	0	0	0	1	0	0	0	1
Cass	0	0	1	0	0	0	0	0	1
Kalamazoo	0	0	0	0	1	1	0	0	2
Wayne	0	0	1	1	2	0	0	0	4
GrandTotals:	0	0	2	1	4	1	0	0	8

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Non-Preg - Asian - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	0	0	0	0	0	0	1	1
GrandTotals:	0	0	0	0	0	0	0	1	1

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Parent - Asian - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Kalamazoo	0	0	1	0	0	0	0	0	1
Macomb	0	0	1	0	1	0	0	0	2
GrandTotals:	0	0	2	0	1	0	0	0	3

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Clients By Age

All Sites

1/1/2018 - 3/31/2018 African American - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	7	5	5	4	1	1	1	24
Cass	0	0	3	1	1	0	0	0	5
Kalamazoo	0	10	14	11	4	2	0	0	41
Kent	0	0	4	0	0	0	0	0	4
Macomb	0	3	4	6	7	0	0	0	20
Monroe	0	0	1	0	1	0	0	0	2
Muskegon	0	2	0	1	0	0	0	0	3
Oakland	0	1	2	2	0	1	0	0	6
Ottawa	0	0	1	0	0	0	0	0	1
Saint Clair	0	0	0	0	0	1	0	0	1
Washtenaw	0	2	2	3	0	0	1	0	8
Wayne	2	25	45	37	29	9	5	0	152
GrandTotals:	2	50	81	66	46	14	7	1	267

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Pregnant - African American - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	6	3	5	3	0	0	1	18
Cass	0	0	3	1	1	0	0	0	5
Kalamazoo	0	6	3	6	3	1	0	0	19
Kent	0	0	1	0	0	0	0	0	1
Macomb	0	1	2	4	4	0	0	0	11
Monroe	0	0	1	0	0	0	0	0	1
Oakland	0	1	0	2	0	1	0	0	4
Saint Clair	0	0	0	0	0	1	0	0	1
Washtenaw	0	0	1	1	0	0	0	0	2
Wayne	1	15	35	26	21	7	3	0	108
GrandTotals:	1	29	49	45	32	10	3	1	170

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Non-Preg - African American - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	0	1	0	0	0	0	0	1
Kalamazoo	0	2	0	0	0	0	0	0	2
Macomb	0	1	1	0	0	0	0	0	2
Wayne	0	4	2	1	1	0	1	0	9
GrandTotals:	0	7	4	1	1	0	1	0	14

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Parent - African American - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	1	0	1	1	1	0	5
Kalamazoo	0	2	11	5	1	1	0	0	20
Kent	0	0	3	0	0	0	0	0	3
Macomb	0	1	1	2	3	0	0	0	7
Monroe	0	0	0	0	1	0	0	0	1
Muskegon	0	2	0	1	0	0	0	0	3
Oakland	0	0	2	0	0	0	0	0	2
Ottawa	0	0	1	0	0	0	0	0	1
Washtenaw	0	2	1	2	0	0	1	0	6
Wayne	1	6	8	10	7	2	1	0	35
GrandTotals:	1	14	28	20	13	4	3	0	83

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Multi Racial - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	1	2	0	0	0	0	4
Cass	0	0	0	0	1	0	0	0	1
Kalamazoo	0	6	2	2	1	0	0	0	11
Macomb	0	0	1	0	0	0	0	0	1
Saint Joseph	0	0	0	1	0	0	0	0	1
Van Buren	0	1	0	0	0	0	0	0	1
Wayne	0	1	0	0	0	0	1	0	2
GrandTotals:	0	9	4	5	2	0	1	0	21

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Non-Preg - Multi Racial - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	0	1	0	0	0	0	0	1
GrandTotals:	0	0	1	0	0	0	0	0	1

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Pregnant - Multi Racial - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	0	2	0	0	0	0	3
Kalamazoo	0	4	1	2	1	0	0	0	8
Macomb	0	0	1	0	0	0	0	0	1
Saint Joseph	0	0	0	1	0	0	0	0	1
Van Buren	0	1	0	0	0	0	0	0	1
Wayne	0	1	0	0	0	0	1	0	2
GrandTotals:	0	7	2	5	1	0	1	0	16

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Parent - Multi Racial - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Cass	0	0	0	0	1	0	0	0	1
Kalamazoo	0	2	1	0	0	0	0	0	3
GrandTotals:	0	2	1	0	1	0	0	0	4

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Native American - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	2	0	0	1	0	0	0	3
Emmet	0	0	0	1	0	0	0	0	1
Kalamazoo	0	0	1	0	1	0	0	0	2
Kent	0	0	1	0	0	0	0	0	1
Washtenaw	0	0	0	1	0	0	0	0	1
Wayne	0	0	0	1	0	0	0	0	1
GrandTotals:	0	2	2	3	2	0	0	0	9

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Pregnant - Native American - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	2	0	0	1	0	0	0	3
Kalamazoo	0	0	1	0	1	0	0	0	2
Wayne	0	0	0	1	0	0	0	0	1
GrandTotals:	0	2	1	1	2	0	0	0	6

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Parent - Native American - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Emmet	0	0	0	1	0	0	0	0	1
Kent	0	0	1	0	0	0	0	0	1
Washtenaw	0	0	0	1	0	0	0	0	1
GrandTotals:	0	0	1	2	0	0	0	0	3

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Clients By Age

All Sites

1/1/2018 - 3/31/2018 White - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	2	3	2	0	0	0	7
Alpena	0	0	0	1	0	0	0	0	1
Barry	0	0	0	2	1	0	0	0	3
Bay	0	0	0	2	0	0	0	0	2
Berrien	0	22	56	41	15	7	2	0	143
Branch	0	0	1	0	0	0	0	0	1
Calhoun	0	0	0	1	0	0	0	0	1
Cass	0	10	15	10	4	0	1	0	40
Kalamazoo	0	7	15	12	8	7	0	0	49
Kent	0	1	3	1	1	1	0	0	7
Lenawee	0	0	0	1	0	0	0	0	1
Livingston	0	0	0	1	1	0	0	0	2
Macomb	0	0	1	0	3	2	0	0	6
Mecosta	0	0	1	0	0	0	0	0	1
Monroe	0	2	1	1	0	0	0	0	4
Muskegon	0	1	1	2	0	1	0	0	5
Newaygo	0	0	0	1	0	0	0	0	1
Oakland	0	0	0	1	1	0	0	0	2
Ottawa	0	0	1	3	1	0	0	0	5
Saint Clair	0	0	0	0	1	0	0	0	1
Saint Joseph	0	0	0	1	0	0	0	0	1
Van Buren	0	0	1	2	0	1	0	0	4
Washtenaw	0	0	4	2	2	1	0	0	9
Wayne	0	3	3	15	6	6	1	0	34
GrandTotals:	0	46	105	103	46	26	4	0	330

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Pregnant - White - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	2	2	1	0	0	0	5
Barry	0	0	0	2	1	0	0	0	3
Berrien	0	17	39	30	15	2	2	0	105
Branch	0	0	1	0	0	0	0	0	1
Cass	0	9	15	7	3	0	1	0	35
Kalamazoo	0	3	11	10	5	3	0	0	32
Kent	0	1	0	1	1	0	0	0	3
Lenawee	0	0	0	1	0	0	0	0	1
Livingston	0	0	0	0	1	0	0	0	1
Macomb	0	0	1	0	1	0	0	0	2
Monroe	0	2	1	1	0	0	0	0	4
Muskegon	0	1	1	2	0	1	0	0	5
Oakland	0	0	0	1	1	0	0	0	2
Ottawa	0	0	0	2	1	0	0	0	3
Saint Joseph	0	0	0	1	0	0	0	0	1
Van Buren	0	0	1	1	0	1	0	0	3
Washtenaw	0	0	1	0	0	0	0	0	1
Wayne	0	2	1	6	4	2	0	0	15
GrandTotals:	0	35	74	67	34	9	3	0	222

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Non-Preg - White - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	3	7	2	0	2	0	0	14
Cass	0	1	0	0	0	0	0	0	1
Kalamazoo	0	0	0	0	0	1	0	0	1
Wayne	0	0	1	1	1	0	0	0	3
GrandTotals:	0	4	8	3	1	3	0	0	19

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Parent - White - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	0	1	1	0	0	0	2
Alpena	0	0	0	1	0	0	0	0	1
Bay	0	0	0	2	0	0	0	0	2
Berrien	0	2	10	9	0	3	0	0	24
Calhoun	0	0	0	1	0	0	0	0	1
Cass	0	0	0	3	1	0	0	0	4
Kalamazoo	0	4	4	2	3	3	0	0	16
Kent	0	0	3	0	0	1	0	0	4
Livingston	0	0	0	1	0	0	0	0	1
Macomb	0	0	0	0	2	2	0	0	4
Mecosta	0	0	1	0	0	0	0	0	1
Newaygo	0	0	0	1	0	0	0	0	1
Ottawa	0	0	1	1	0	0	0	0	2
Saint Clair	0	0	0	0	1	0	0	0	1
Van Buren	0	0	0	1	0	0	0	0	1
Washtenaw	0	0	3	2	2	1	0	0	8
Wayne	0	1	1	8	1	4	1	0	16
GrandTotals:	0	7	23	33	11	14	1	0	89

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Unknown - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	3	3	3	2	1	0	0	12
Cass	0	0	1	2	0	0	0	0	3
Kalamazoo	0	1	4	1	0	0	0	0	6
Kent	0	0	0	0	1	0	0	0	1
Macomb	0	1	1	0	0	0	0	0	2
Wayne	0	2	3	8	4	4	4	0	25
GrandTotals:	0	7	12	14	7	5	4	0	49

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Pregnant - Unknown - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	3	3	2	1	0	0	0	9
Cass	0	0	1	1	0	0	0	0	2
Kalamazoo	0	0	2	0	0	0	0	0	2
Macomb	0	1	1	0	0	0	0	0	2
Wayne	0	1	1	3	1	1	2	0	9
GrandTotals:	0	5	8	6	2	1	2	0	24

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Non-Preg - Unknown - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	0	0	1	0	0	0	0	1
Cass	0	0	0	1	0	0	0	0	1
Kalamazoo	0	0	1	0	0	0	0	0	1
GrandTotals:	0	0	1	2	0	0	0	0	3

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Parent - Unknown - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	0	0	0	1	1	0	0	2
Kalamazoo	0	1	1	1	0	0	0	0	3
Kent	0	0	0	0	1	0	0	0	1
Wayne	0	1	2	5	3	3	2	0	16
GrandTotals:	0	2	3	6	5	4	2	0	22

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Hispanic - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	3	2	2	2	1	0	11
Cass	0	1	0	0	0	0	0	0	1
Kalamazoo	0	4	3	2	1	1	0	0	11
Kent	0	0	1	0	0	0	0	0	1
Monroe	0	0	1	0	0	0	0	0	1
Ottawa	0	0	0	1	0	0	0	0	1
Saint Joseph	0	0	0	1	0	0	0	0	1
Wayne	0	4	3	8	5	4	0	0	24
GrandTotals:	0	10	11	14	8	7	1	0	51

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

1/1/2018 - 3/31/2018 Non-Hispanic - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	2	3	2	0	0	0	7
Alpena	0	0	0	1	0	0	0	0	1
Barry	0	0	0	2	1	0	0	0	3
Bay	0	0	0	2	0	0	0	0	2
Berrien	0	34	62	49	21	7	2	2	177
Branch	0	0	1	0	0	0	0	0	1
Calhoun	0	0	0	1	0	0	0	0	1
Cass	0	9	20	13	6	0	1	0	49
Emmet	0	0	0	1	0	0	0	0	1
Kalamazoo	0	20	34	24	14	9	0	0	101
Kent	0	1	7	1	2	1	0	0	12
Lenawee	0	0	0	1	0	0	0	0	1
Livingston	0	0	0	1	1	0	0	0	2
Macomb	0	4	8	6	11	2	0	0	31
Mecosta	0	0	1	0	0	0	0	0	1
Monroe	0	2	1	1	1	0	0	0	5
Muskegon	0	3	1	3	0	1	0	0	8
Newaygo	0	0	0	1	0	0	0	0	1
Oakland	0	1	2	3	1	1	0	0	8
Ottawa	0	0	2	2	1	0	0	0	5
Saint Clair	0	0	0	0	1	1	0	0	2
Saint Joseph	0	0	0	1	0	0	0	0	1
Van Buren	0	1	1	2	0	1	0	0	5
Washtenaw	0	2	6	6	2	1	1	0	18
Wayne	2	27	49	54	36	15	11	0	194
GrandTotals:	2	104	197	178	100	39	15	2	637

B. Visits by Age

- **Total**
- **Client Type**

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Visits By Age

All Sites

1/1/2018 - 3/31/2018 (InvPd) TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	4	8	10	0	0	0	22
Alpena	0	0	0	5	0	0	0	0	5
Barry	0	0	0	9	4	0	0	0	13
Bay	0	0	0	18	0	0	0	0	18
Berrien	0	76	164	155	55	34	9	2	495
Branch	0	0	2	0	0	0	0	0	2
Calhoun	0	0	0	1	0	0	0	0	1
Cass	0	18	68	26	17	0	2	0	131
Emmet	0	0	0	3	0	0	0	0	3
Kalamazoo	0	109	98	83	57	21	0	0	368
Kent	0	4	27	4	3	4	0	0	42
Lenawee	0	0	0	8	0	0	0	0	8
Livingston	0	0	0	3	4	0	0	0	7
Macomb	0	7	12	8	27	3	0	0	57
Mecosta	0	0	1	0	0	0	0	0	1
Monroe	0	2	5	1	2	0	0	0	10
Muskegon	0	14	3	9	0	3	0	0	29
Newaygo	0	0	0	4	0	0	0	0	4
Oakland	0	1	4	4	3	2	0	0	14
Ottawa	0	0	15	8	1	0	0	0	24
Saint Clair	0	0	1	0	1	1	0	0	3
Saint Joseph	0	0	0	5	0	0	0	0	5
Van Buren	0	2	3	2	0	2	0	0	9
Washtenaw	0	7	19	24	9	6	5	0	70
Wayne	3	47	127	165	105	69	29	0	545
GrandTotals:	3	287	553	553	298	145	45	2	1,886

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Visits By Age

All Sites

1/1/2018 - 3/31/2018 (InvPd) Pregnant - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	4	7	4	0	0	0	15
Alpena	0	0	0	1	0	0	0	0	1
Barry	0	0	0	9	4	0	0	0	13
Bay	0	0	0	10	0	0	0	0	10
Berrien	0	69	139	133	44	4	3	1	393
Branch	0	0	2	0	0	0	0	0	2
Cass	0	17	67	14	14	0	2	0	114
Kalamazoo	0	60	63	63	39	13	0	0	238
Kent	0	1	5	4	2	0	0	0	12
Lenawee	0	0	0	8	0	0	0	0	8
Livingston	0	0	0	2	4	0	0	0	6
Macomb	0	4	7	5	12	1	0	0	29
Monroe	0	2	5	1	0	0	0	0	8
Muskegon	0	9	3	3	0	3	0	0	18
Newaygo	0	0	0	3	0	0	0	0	3
Oakland	0	1	1	4	3	2	0	0	11
Ottawa	0	0	6	7	1	0	0	0	14
Saint Clair	0	0	1	0	0	1	0	0	2
Saint Joseph	0	0	0	5	0	0	0	0	5
Van Buren	0	2	3	1	0	2	0	0	8
Washtenaw	0	0	6	10	0	0	4	0	20
Wayne	2	24	88	95	82	28	21	0	340
GrandTotals:	2	189	400	385	209	54	30	1	1,270

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Visits By Age

All Sites

1/1/2018 - 3/31/2018 (InvPd) Non-Preg - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	3	10	3	0	2	0	1	19
Cass	0	1	1	1	0	0	0	0	3
Kalamazoo	0	2	2	0	0	1	0	0	5
Macomb	0	1	1	0	0	0	0	0	2
Wayne	0	4	3	2	2	0	1	0	12
GrandTotals:	0	11	17	6	2	3	1	1	41

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Visits By Age

All Sites

1/1/2018 - 3/31/2018 (InvPd) Parent - TOTAL

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	0	1	6	0	0	0	7
Alpena	0	0	0	4	0	0	0	0	4
Bay	0	0	0	8	0	0	0	0	8
Berrien	0	4	15	19	11	28	6	0	83
Calhoun	0	0	0	1	0	0	0	0	1
Cass	0	0	0	11	3	0	0	0	14
Emmet	0	0	0	3	0	0	0	0	3
Kalamazoo	0	47	33	20	18	7	0	0	125
Kent	0	3	22	0	1	4	0	0	30
Livingston	0	0	0	1	0	0	0	0	1
Macomb	0	2	4	3	15	2	0	0	26
Mecosta	0	0	1	0	0	0	0	0	1
Monroe	0	0	0	0	2	0	0	0	2
Muskegon	0	5	0	6	0	0	0	0	11
Newaygo	0	0	0	1	0	0	0	0	1
Oakland	0	0	3	0	0	0	0	0	3
Ottawa	0	0	9	1	0	0	0	0	10
Saint Clair	0	0	0	0	1	0	0	0	1
Van Buren	0	0	0	1	0	0	0	0	1
Washtenaw	0	7	13	14	9	6	1	0	50
Wayne	1	19	36	68	21	41	7	0	193
GrandTotals:	1	87	136	162	87	88	14	0	575

**C. Type of Counseling/ Referral
Provided by Age**

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Counseling/Referral Client Summary

All Sites

1/1/2018 - 3/31/2018 (InvPd) TOTAL

Counseling/Referral	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total	
Abortion Risks & Info:	0	24	36	24	16	5	1	0	106	15.41%
Abstinence/Chastity:	0	9	15	12	6	5	1	0	48	6.98%
Abuse (Emotional):	0	1	5	7	1	0	0	0	14	2.03%
Abuse (Physical):	0	2	5	7	1	0	0	0	15	2.18%
Abuse (Sexual):	0	1	3	2	0	0	0	0	6	0.87%
Adoption Education:	0	9	10	15	6	2	0	0	42	6.10%
Anger Management:	0	0	0	1	1	0	0	0	2	0.29%
Breastfeeding:	0	19	40	42	17	7	5	0	130	18.90%
Child Care:	0	19	40	43	13	12	3	0	130	18.90%
Childbirth Issues:	0	15	35	35	13	9	4	0	111	16.13%
Decision Making:	0	37	36	36	13	12	0	1	135	19.62%
Depression:	0	7	17	13	4	4	0	1	46	6.69%
Drug/Alcohol:	0	5	13	8	5	0	0	1	32	4.65%
Education:	0	49	43	30	13	5	1	1	142	20.64%
Family Spt: -Birth Father	0	0	6	2	0	1	0	0	9	1.31%
Family Spt: -Boyfriend	0	1	0	0	0	0	0	0	1	0.15%
Family Spt: -Father	0	1	0	0	0	0	0	0	1	0.15%
Family Spt: -Foster Parent	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Grandparent	0	0	1	2	0	0	0	0	3	0.44%
Family Spt: -Husband	0	0	0	0	1	0	0	0	1	0.15%
Family Spt: -Lgl Guardian	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Mother	0	3	1	0	1	0	1	0	6	0.87%
Family Spt: -Sibling	0	0	0	1	0	0	0	0	1	0.15%
Fetal Development:	0	49	87	68	37	12	7	1	261	37.94%
Financial/Job:	0	56	110	84	42	20	5	1	318	46.22%
Grief -Adoption:	0	0	1	0	0	0	0	0	1	0.15%
Grief -Infant Death:	0	0	0	0	0	0	0	0	0	0.00%
Grief -Miscarriage:	0	1	0	0	0	0	0	0	1	0.15%
Housing:	0	59	89	72	33	17	4	2	276	40.12%
Initial Intake:	0	52	98	79	47	19	8	2	305	44.33%
Legal:	0	4	12	21	9	8	3	0	57	8.28%
Life Skills:	0	11	18	30	9	4	3	0	75	10.90%
Medical/Health:	0	73	109	98	54	22	6	2	364	52.91%
Mental Health:	0	3	5	13	1	3	0	1	26	3.78%

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Counseling/Referral Client Summary

All Sites

1/1/2018 - 3/31/2018 (InvPd) TOTAL

Counseling/Referral	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total	
Nutrition:	0	27	56	43	27	16	4	0	173	25.15%
Other:	0	43	72	77	37	16	8	1	254	36.92%
Pantry Needs:	0	7	9	11	12	10	4	0	53	7.70%
Parenting Skills:	0	35	65	69	28	18	7	0	222	32.27%
Post Delivery Stress:	1	10	15	27	10	5	1	0	69	10.03%
Pregnancy Counseling & Info:	0	44	82	67	34	9	7	1	244	35.47%
Relationship:	0	61	98	83	34	15	5	2	298	43.31%
STD Risks & Information:	0	10	23	16	9	5	2	1	66	9.59%
Stress Management:	0	15	39	37	9	14	4	1	119	17.30%

**D. Classes/ Assistance Provided by
Age**

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Classes Assistance Client Summary

All Sites

1/1/2018 - 3/31/2018 (InvPd) TOTAL

Class/Assistance	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total	
Chastity Class:	0	4	9	14	9	2	1	0	39	5.67%
Childbirth Class:	0	6	9	10	6	2	0	0	33	4.80%
Parenting Class:	0	21	44	50	33	12	5	0	165	23.98%
Pregnancy Class:	1	11	9	18	15	4	0	0	58	8.43%
Family Support Class:	0	2	13	9	11	5	1	0	41	5.96%
In-House Clothing:	2	64	116	105	59	22	12	0	380	55.23%
In-House Food:	0	40	78	58	32	15	7	1	231	33.58%
In-House Furniture:	0	40	84	63	38	17	8	0	250	36.34%
Pregnancy Test Kit:	0	16	27	14	13	6	2	0	78	11.34%

**E. Hours of Counseling and
Education by Service Provider**

Real Alternatives
Michigan Pregnancy and Parenting Support Services
Provider Summary Report
1/1/2018 - 3/31/2018 (InvPd) TOTAL

	Counsel Time	Referral Time	Chastity Class	Childbth Class	Parent Class	Preg Class	Family Class	Clothing Pantry Visit	Food Pantry Visit	Furn Pantry Visit	Preg Kit	Total
01 Women's Care Center	15,332 \$16,711.88 Total Time: \$16,711.88	0 \$0.00	0 \$0.00	0 \$0.00	254 \$5,537.20	0 \$0.00	1 \$21.80	283 \$3,084.70	284 \$3,095.60	279 \$3,041.10	0 \$0.00	\$31,492.28
					Total Class: \$5,559.00			Total Pantry: \$9,221.40				
02 Catholic Charities/Kalamazoo	9,892 \$10,782.28 Total Time: \$10,820.43	35 \$38.15	35 \$763.00	210 \$4,578.00	176 \$3,836.80	18 \$392.40	0 \$0.00	38 \$414.20	11 \$119.90	18 \$196.20	6 \$65.40	\$21,186.33
					Total Class: \$9,570.20			Total Pantry: \$730.30				
03 Catholic Charities/Southeast MI	12,448 \$13,568.32 Total Time: \$13,645.71	71 \$77.39	0 \$0.00	0 \$0.00	0 \$0.00	0 \$0.00	0 \$0.00	78 \$850.20	51 \$555.90	42 \$457.80	0 \$0.00	\$15,509.61
					Total Class: \$0.00			Total Pantry: \$1,863.90				
04 Catholic Charities West Michigan	10,549 \$11,498.41 Total Time: \$11,624.85	116 \$128.44	0 \$0.00	0 \$0.00	0 \$0.00	0 \$0.00	0 \$0.00	6 \$65.40	1 \$10.90	3 \$32.70	4 \$43.60	\$11,777.45
					Total Class: \$0.00			Total Pantry: \$109.00				
05 Pregnancy Aid	5,671 \$6,181.39 Total Time: \$6,181.39	0 \$0.00	0 \$0.00	0 \$0.00	67 \$1,460.60	69 \$1,504.20	96 \$2,092.80	114 \$1,242.60	4 \$43.60	35 \$381.50	46 \$501.40	\$13,408.09
					Total Class: \$5,057.60			Total Pantry: \$1,667.70				
06 Lennon Pregnancy Center	334 \$364.06 Total Time: \$364.06	0 \$0.00	0 \$0.00	0 \$0.00	18 \$392.40	18 \$392.40	0 \$0.00	20 \$218.00	1 \$10.90	3 \$32.70	22 \$239.80	\$1,650.26
					Total Class: \$784.80			Total Pantry: \$261.60				
07 Catholic Social Services Washtenaw County	4,587 \$4,998.83 Total Time: \$5,229.82	211 \$229.99	7 \$152.60	0 \$0.00	81 \$1,765.80	0 \$0.00	0 \$0.00	11 \$119.90	3 \$32.70	3 \$32.70	0 \$0.00	\$7,333.52
					Total Class: \$1,918.40			Total Pantry: \$185.30				

Real Alternatives
Michigan Pregnancy and Parenting Support Services
Provider Summary Report
1/1/2018 - 3/31/2018 (InvPd) TOTAL

	Counsel Time	Referral Time	Chastity Class	Childbth Class	Parent Class	Preg Class	Family Class	Clothing Pantry Visit	Food Pantry Visit	Furn Pantry Visit	Preg Kit	Total
Grand Totals	58,813 \$64,106.17	433 \$471.97	42 \$915.60	210 \$4,578.00	596 \$12,992.80	105 \$2,289.00	97 \$2,114.50	550 \$5,995.00	355 \$3,869.50	383 \$4,174.70	78 \$850.20	
Grand Total Time:		\$64,578.14			Grand Total Class:	\$22,890		Grand Total Pantry:	\$14,039	\$850		\$102,357.54

F. Calls Received on Hotline

**Real Alternatives
The MI Alternative to Abortion Services Program
Calls By County By Age
1/1/2018 - 3/31/2018**

[illegible]

**G. Number of Referrals on Hotline
by Service Provider**

5/11/2018 1:50:54PM

Real Alternatives
The MI Alternative to Abortion Services Program
Calls Referred or Patched By Provider
1/1/2018 - 3/31/2018

Provider	Referral Info	Patches Called	Total
Women's Care Center Niles	1	0	1
Grand Totals	1	0	1

III. Miscellaneous Items

A. Grant Goals and Objectives Status



MI PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM GRANT GOALS AND OBJECTIVES STATUS

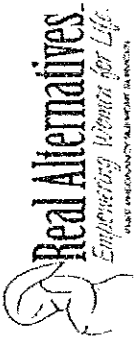
GOALS	OBJECTIVE	METHOD	MEASURE	TIME	STATUS
1	To promote childbirth as a viable and positive alternative to abortion and empower women throughout the Southern Region of Michigan facing unexpected pregnancies to choose childbirth rather than abortion.	To identify and provide grants to social service agencies, pregnancy centers, adoption agencies and maternity homes statewide that offer core services.	-Contact pregnancy centers, adoption agencies and maternity homes, notifying them of the Department of Community Health grant requirements, and inviting participation.	-To have participating 10 to 20 Service Provider Sites by the end of the fiscal year. -To have served 2000 clients	-As of March 31, 2018 - Total of 17 Service Providers with a total of 19 approved sites functional. -As of March 31, 2018 - Total of 5,925 clients have been served at 23,505 visits. -588 clients served this quarter.
	To implement a regional advertising campaign to inform women in Michigan that pregnancy and parenting support services are available.	-Contract advertising and information outreach.	-Number of women served per year as a consequence of an advertising campaign.	-Advertise the length of the contract.	<u>Advertising Campaign</u> <u>School Nurse Letter:</u> In response to an introductory mailing to Michigan school nurses that included available sample educational materials, four additional school nurses requested and received brochures, bookmarks and client cards for distribution to students. <u>University Health Center Director Letter:</u> In response to an introductory mailing to Michigan university health center directors that included available sample educational materials, an additional director requested and received brochures and client cards for distribution to students.
	To facilitate the use of centers that provide pregnancy and parenting support by advertising and operating the Toll-Free Referral System (1-888-LIFE-AID).	- Start Toll-Free Referral System offering services.	-Number of callers counseled and referrals made to service providers.	-To provide 7.5 hr/day, 5 day/week coverage for Contract Period 16-17.	One (1) hotline calls received during this quarter.
2	To provide support to women experiencing unexpected pregnancies during their pregnancy and for 12 months after birth.	To provide core services consisting of life-affirming information and counseling and necessary support services and related support services.	Establish service provider network of pregnancy centers, adoption agencies and maternity homes providing life-affirming pregnancy and parenting support.	-Continuous throughout the life of the contract.	-As of March 31, 2018 - Total of 3,771 Pregnant clients have been served. -446 Pregnant clients served this quarter.
3	To assist women in achieving improved reproductive health.	Provide information on the advantages of abstinence to avoid unintended pregnancies and sexually transmitted diseases.	-Offer abstinence/chastity skills counseling, referrals, and classes. -Provide information on risks of sexually transmitted diseases.	-Continuous throughout the length of the contract.	- 48 clients received Abstinence and chastity counseling this quarter. - 39 clients participated in Abstinence and Chastity classes this quarter.



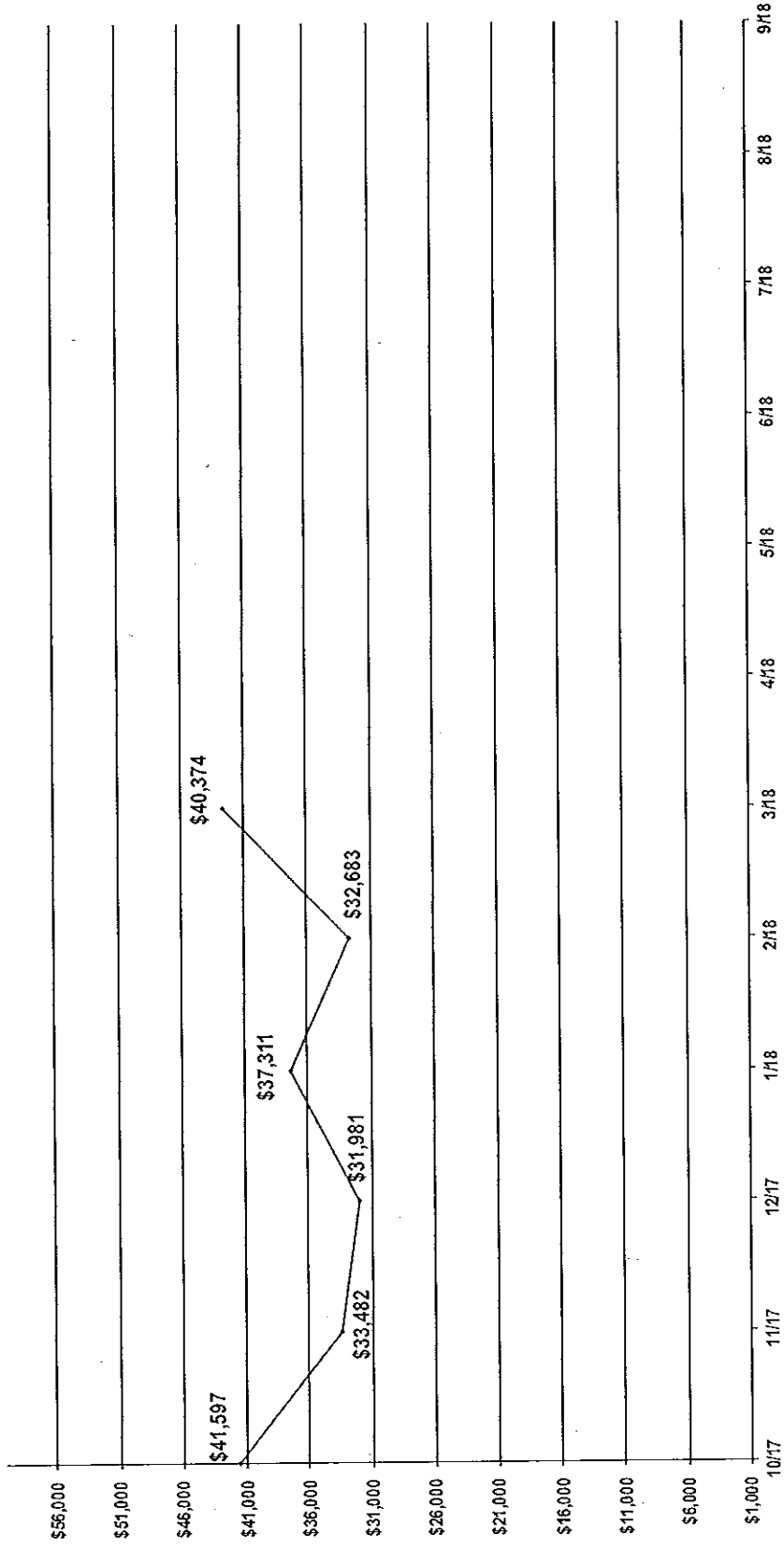
MI PREGNANCY & PARENTING SUPPORT SERVICES PROGRAM GRANT GOALS AND OBJECTIVES STATUS

4	To assist women in developing sound parenting skills.	Provide information, counseling, and classes on parenting skills.	-Offer parenting skills counseling, referrals, and classes.	- Number of clients who visited or plan to visit a health care provider for prenatal care. - Number of Clients who have taken their child to a pediatric appointment - Number of clients with infants up to date in immunizations.	-Continuous throughout the length of the contract.	- 568 clients have visited or plan to visit a healthcare provider for prenatal care this quarter. -161 clients have taken their child for a pediatric appointment this quarter. -154 clients with children indicated that child's immunizations were up to date this quarter. - 165 clients have taken Parenting classes this quarter. - 222 clients have received Parenting counseling this quarter.
5	To increase awareness of adoption as an option for women with an unexpected pregnancy.	Provide accurate information on adoption.	-Provide information and training on adoption to Service Providers.	-The number of times adoption is counseled to clients.	-Continuous throughout the length of the contract.	- 42 clients were counseled about adoption this quarter.

**B. Service Provider
Reimbursements Per Month**



MI Pregnancy and Parenting Support Services Program

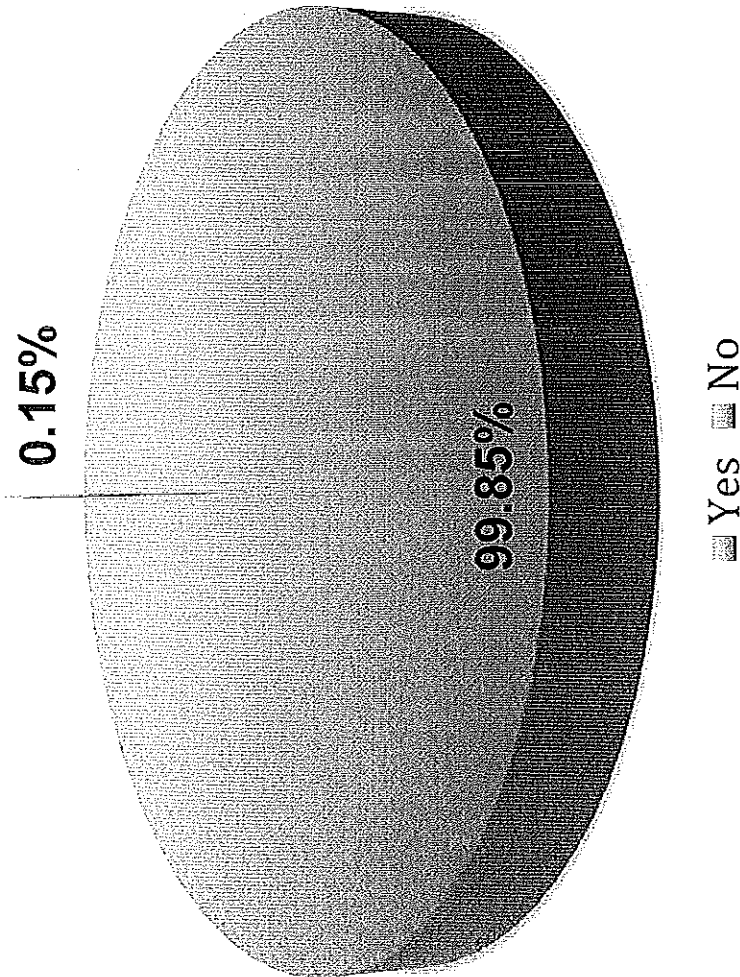


Service Provider Reimbursement Per Month

C. Client Outcomes

Michigan Pregnancy and Parenting Support Services Program
01/01/2018 to 03/31/2018

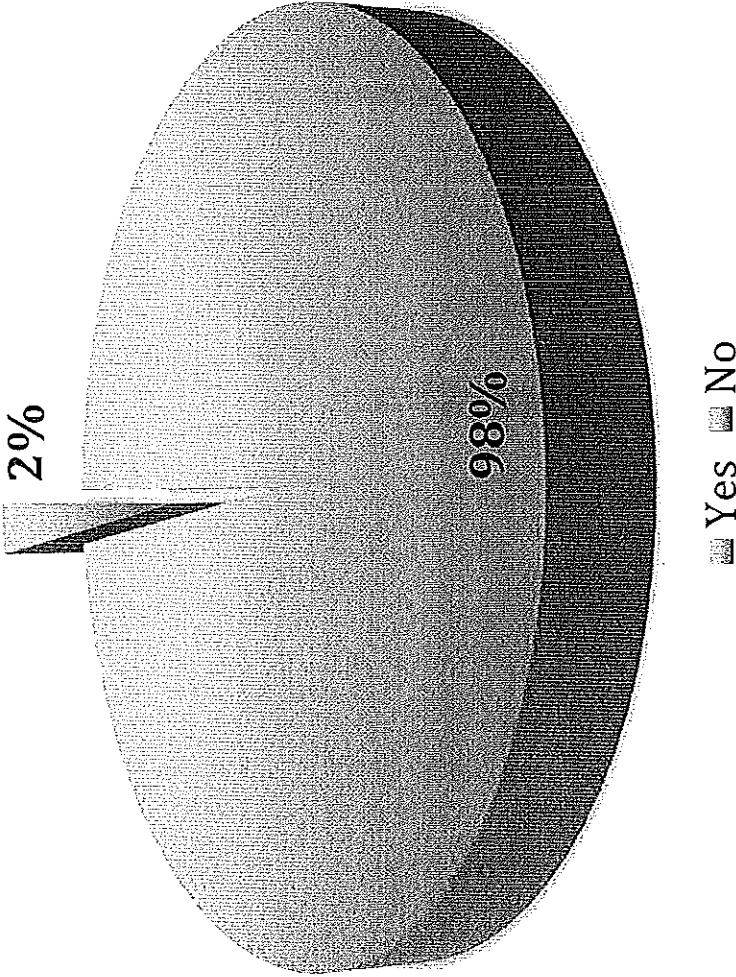
Clients Who Felt Supported from Services



Reporting: 688 (687 Yes, 1 No) Clients Reported Indicator
From the 688 Total Clients were served this Quarter

Michigan Pregnancy and Parenting Support Services Program
01/01/2018 to 03/31/2018

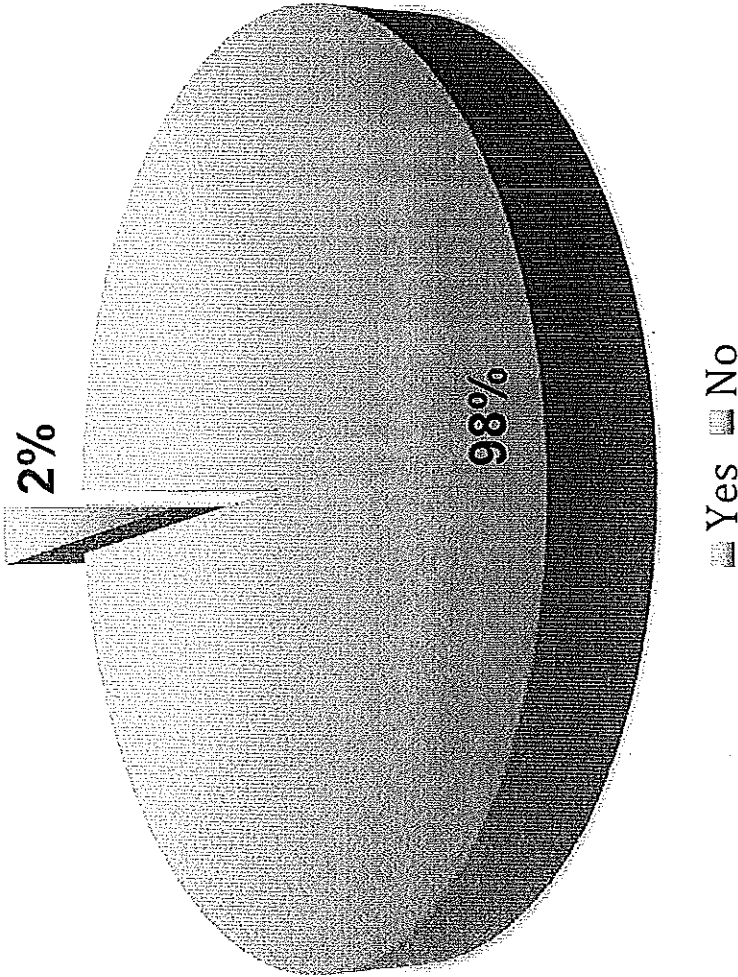
Clients Who Visited and/or Planning a Pre-natal Care Visit



Reporting: 580 (568 Yes, 12 No) Clients Reported Indicator
From the 688 Total Clients were served this Quarter

Michigan Pregnancy and Parenting Support Services Program
01/01/2018 to 03/31/2018

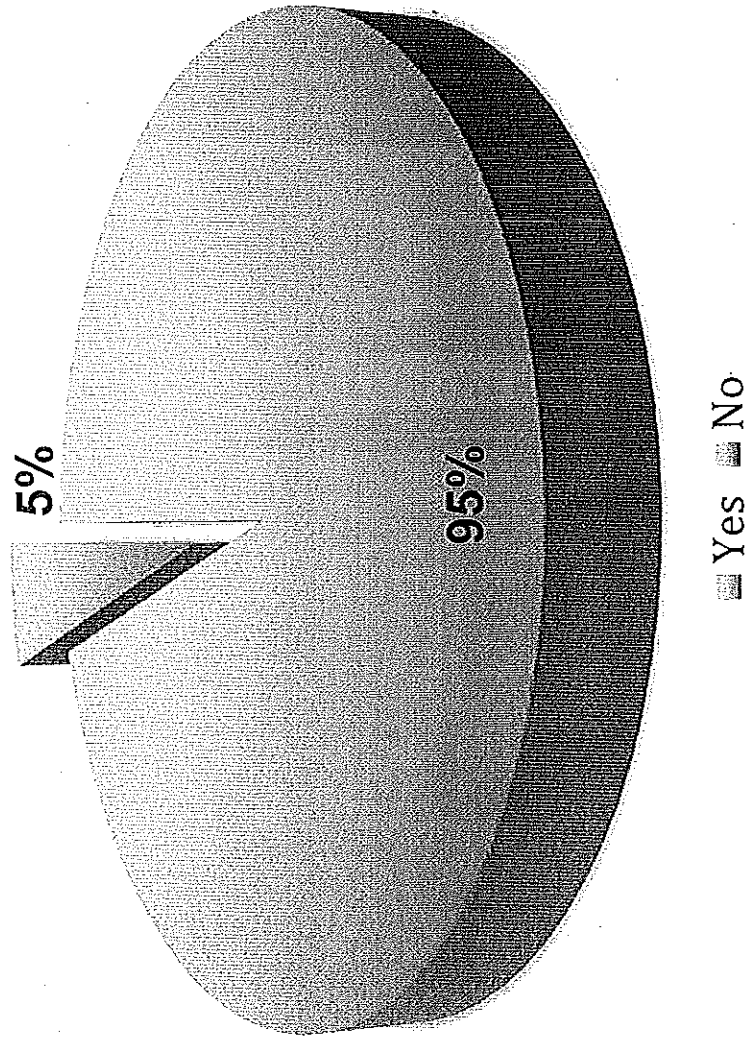
Clients Who Chose Childbirth



Reporting: 467 (456 Yes, 11 No) Clients Reported Indicator
From the 688 Total Clients were served this Quarter

Michigan Pregnancy and Parenting Support Services Program
01/01/2018 to 03/31/2018

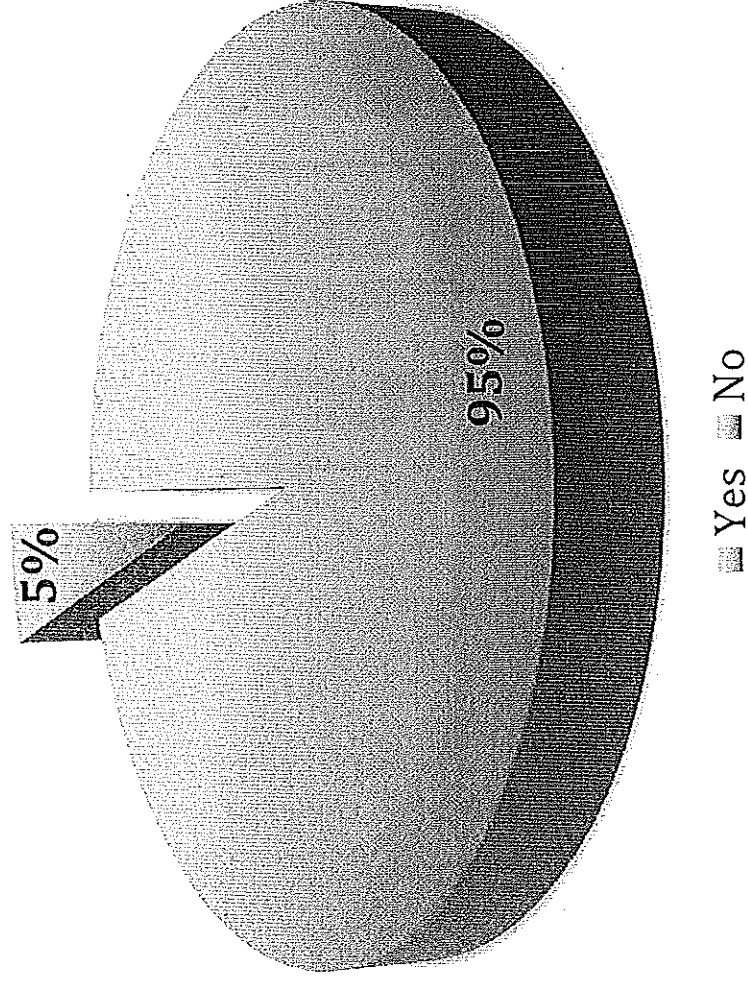
Clients Who took Child For Pediatric Appointments



Reporting: 169 (161 Yes, 8 No) Clients Reported Indicator
From the 688 Total Clients were served this Quarter

Michigan Pregnancy and Parenting Support Services Program
01/01/2018 to 03/31/2018

Clients with Up to Date Infant Immunizations



Reporting: 162 (154 Yes, 8 No) Clients Reported Indicator
From the 688 Total Clients were served this Quarter

Real Alternatives
7810 Allentown Blvd, Suite 304
Harrisburg, PA 17112
717-541-1112

EXHIBIT T



Real AlternativesSM

Empowering Women for Life...

FREE PREGNANCY SUPPORT SERVICES

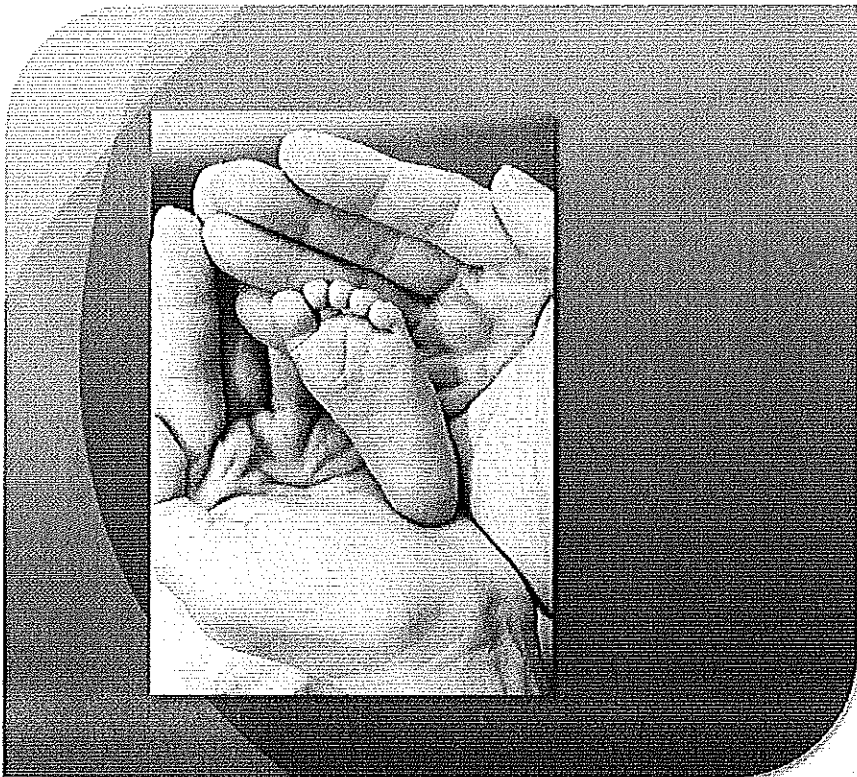
Quarterly Status Report
July 1, 2014 through September 30,

**Michigan Pregnancy and Parenting
Support Services Program**

Quarterly Report Outline

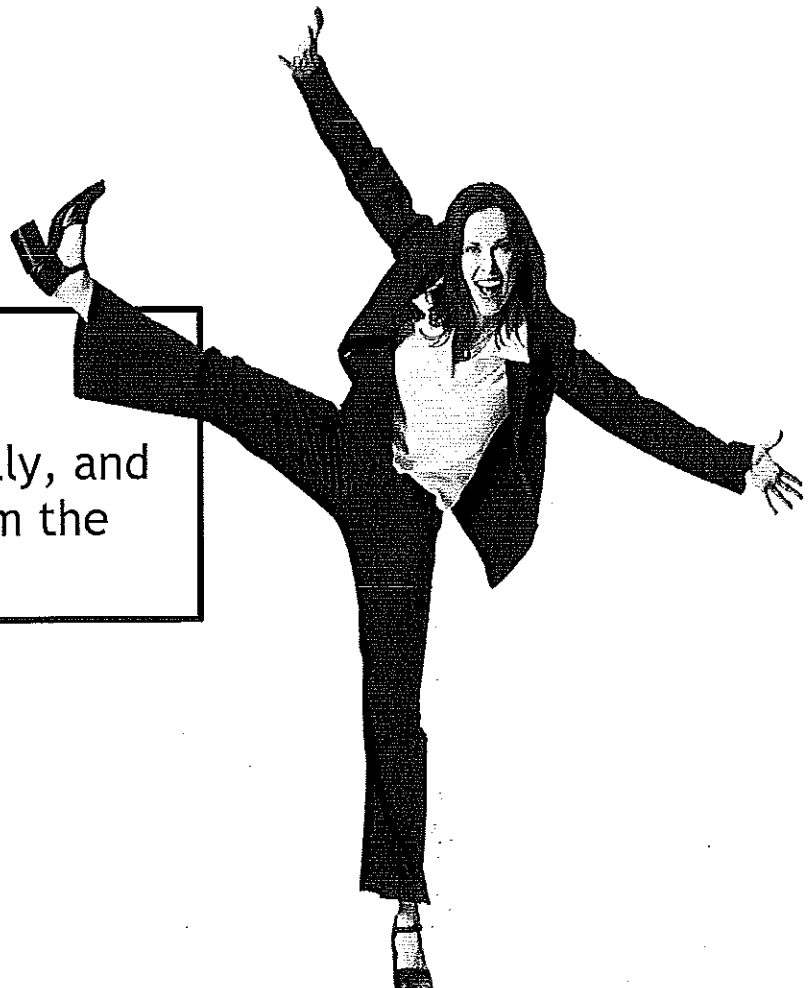
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I. Quarterly Administrative Report



A. Significant Project Status

99.73% of clients
felt supported
physically, mentally, and
emotionally from the
services!!



Significant Project Status

July 1, 2014 through September 30, 2014

Program Rollout

-Since the inception of the program, together we have provided pregnancy and parenting support to a Total of 403 clients, totaling 785 visits to Service Providers!

Of the total 403 clients: 49 clients visited with the initial reason of contact as possibly pregnant, 284 clients visited with the initial reason of contact as pregnant and 70 clients visited with the initial reason of contact as parent of child.

- Software design and modifications to the Real Alternatives Program and Instruction Design (RAPID) Online Data Collection, Billing, and Reporting System continued for Michigan program requirements.

New Approved Service Providers

Two potential service providers are in the final stages of the approval process.

Educational Material Purchase

Two vendors provided competitive pricing for \$6000.00 worth of literature and other items that promotes childbirth, pregnancy health and parenting education to the clients in the program.

A variety of bookmarks, fetal models, pamphlets, videos and other items relating to childbirth, fetal development, pregnancy, infant care, parenting, chastity, and sexually transmitted disease awareness were given to each provider.

Funding was provided to the Michigan providers and distributed according to past provider activity using the number of clients seen for each provider

Women's Care Center

Niles, MI

Catholic Charities of Kalamazoo

Kalamazoo, MI 49008

Catholic Charities of Southeast MI

Royal OAK, MI 48067

Advertising Campaign

A Facebook Ad Campaign was launched 8/25/2014 and ended 9/30/2014. The ads were targeted to females on Facebook between the ages of 16 – 24 within the Michigan program service area. The ads reached 98,606 such targeted users, and 8,826 users clicked on the ads and were taken to the Real Alternatives website where additional program information was provided to them.

Real Alternatives.org is being adapted to include the Michigan Pregnancy and Parenting Support Services Program. New Service Providers sites in Michigan have been added to the service providers site locator.

1-888-LIFE-AID Toll-Free Hotline

The toll-free hotline, which provides information or patches callers directly to the nearest Service Provider, served 2 callers statewide during the quarter

Initial Site Visits

Seven sites had an initial site visit and are approved for services.

Site Monitoring Reviews

No Report yet.



B. Service Provider Site Monitoring

REAL ALTERNATIVES
The MI Pregnancy and Parenting Support Services Program

SITE VISIT REPORT – FY 14/15

Site Name: Catholic Charities of Southeast Michigan, Lapeer Office
Address: 700 S Main St, Ste 211, Lapeer, MI 48446
Site #: 0303MI
Director: Charlotte Webster
Counties Served: Lapeer
Date of Visit: 9/25/14
Visit Conducted By: Mary W. Kelkis

I. Facility

General Observations: All counseling areas, office space, lavatories, safety features, pantry/storage areas, and insurance coverage were inspected. No issues found.

II. Program Profile

General Observations: Pregnancy testing, educational program and materials, referral relationships, and site-specific information and accessibility were reviewed. No issues found.

III. Corporate Administration

General Observations: Program records, general policies, general procedures, client confidentiality issues, and required on-site corporate records were reviewed. No issues found.

IV. Project Management & Compliance

General Observations: The program and contractual requirements of the Michigan Pregnancy and Parenting Support Services Program have been reviewed. No issues found.

V. Program Highlights

General Observations:

The Lapeer Office is one of CCSEM's 10 approved sites in the southeast region of Michigan. The Lapeer site is located on the main street in the town of Lapeer and is in a shopping plaza. Clients are provided with free confidential, compassionate counseling, pregnancy tests, and pantry items.

REAL ALTERNATIVES
The MI Pregnancy and Parenting Support Services Program

SITE VISIT REPORT – FY 14/15

Site Name: Catholic Charities of Southeast Michigan, Monroe Office
Address: 1070 S Telegraph Rd, Monroe, MI 48161
Site #: 0304MI
Director: Charlotte Webster
Counties Served: Monroe
Date of Visit: 9/25/14
Visit Conducted By: Mary W. Kelkis

I. Facility

General Observations: All counseling areas, office space, lavatories, safety features, pantry/storage areas, and insurance coverage were inspected. No issues found.

II. Program Profile

General Observations: Pregnancy testing, educational program and materials, referral relationships, and site-specific information and accessibility were reviewed. No issues found.

III. Corporate Administration

General Observations: Program records, general policies, general procedures, client confidentiality issues, and required on-site corporate records were reviewed. No issues found.

IV. Project Management & Compliance

General Observations: The program and contractual requirements of the Michigan Pregnancy and Parenting Support Services Program have been reviewed. No issues found.

V. Program Highlights

General Observations:

The Monroe Office is one of CCSEM's 10 approved sites in the southeast region of Michigan. The Monroe site is located on the main street in the town of Monroe and is in a shopping plaza. Clients are provided with free confidential, compassionate counseling, pregnancy tests, and pantry items.

REAL ALTERNATIVES
The MI Pregnancy and Parenting Support Services Program

SITE VISIT REPORT – FY 14/15

Site Name: Catholic Charities of Southeast Michigan, Port Huron Office
Address: 2601 13th St. Port Huron, MI 48060
Site #: 0306MI
Director: Charlotte Webster
Counties Served: Saint Clair
Date of Visit: 9/26/14
Visit Conducted By: Mary W. Kelkis

I. Facility

General Observations: All counseling areas, office space, lavatories, safety features, pantry/storage areas, and insurance coverage were inspected. No issues found.

II. Program Profile

General Observations: Pregnancy testing, educational program and materials, referral relationships, and site-specific information and accessibility were reviewed. No issues found.

III. Corporate Administration

General Observations: Program records, general policies, general procedures, client confidentiality issues, and required on-site corporate records were reviewed. No issues found.

IV. Project Management & Compliance

General Observations: The program and contractual requirements of the Michigan Pregnancy and Parenting Support Services Program have been reviewed. No issues found.

V. Program Highlights

General Observations:

The Port Huron Office is one of CCSEM's 10 approved sites in the southeast region of Michigan. The Port Huron site is located in a residential area as part of a hospital complex. This site holds a CARF accreditation. Clients are provided with free confidential, compassionate counseling, pregnancy tests, and pantry items.

REAL ALTERNATIVES
The MI Pregnancy and Parenting Support Services Program

SITE VISIT REPORT – FY 14/15

Site Name: Catholic Charities of Southeast Michigan, Southfield
Address: 17500 W Eight Mile Rd, Southfield, MI 48075
Site #: 0308MI
Director: Andrea Foley
Counties Served: Oakland
Date of Remote Video Visit: 7/8/14
Visit Conducted By: Emily McKnight

I. Facility

General Observations: All counseling areas, office space, lavatories, safety features, pantry/storage areas, and insurance coverage were inspected. No issues found.

II. Program Profile

General Observations: Pregnancy testing, educational program and materials, referral relationships, and site-specific information and accessibility were reviewed. No issues found.

III. Corporate Administration

General Observations: Program records, general policies, general procedures, client confidentiality issues, and required on-site corporate records were reviewed. No issues found.

IV. Project Management & Compliance

General Observations: The program and contractual requirements of the Michigan Pregnancy and Parenting Support Services Program have been reviewed. No issues found.

V. Program Highlights

General Observations:

The Southfield office is one of CCSEM's 6 approved sites in the southeast region. Southfield is just outside the northwest portion of Detroit. They are planning on duplicating the Project Hope pregnancy program started at CCSEM's Warren site. They plan on providing educational classes on parenting, abstinence, child development and child safety, among others

C. Total Grant Funds Expended Administrative Activities

Real Alternatives
Michigan Pregnancy and Parenting Support Services Program
Total Grant Funds Expended on Grantee's Administrative Activities
October 2013 - September 2014

October-13	2,332.90
November-13	2,620.54
December-13	1,593.45
January-14	7,614.94
February-14	7,046.83
March-14	8,133.59
April-14	2,766.42
May-14	4,461.37
June-14	10,679.39
July-14	2,108.98
August-14	2,648.37
September-14	2,678.30
	<u>\$54,685.08</u>



II. Quarterly Statistical Report

Clients By Age, Total

Non-pregnant Pregnant Parent

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Non-Pregnant Clients

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	20	10	3	1	1	1	1	37
Cass	0	1	0	1	1	0	0	0	3
Kalamazoo	0	1	0	1	1	0	0	0	3
Van buren	0	0	0	1	0	0	0	0	1
GrandTotals:	0	22	10	6	3	1	1	1	44

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Pregnant

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	1	38	64	24	13	3	1	0	144
Cass	0	11	16	10	3	4	0	0	44
Kalamazoo	3	18	19	16	1	2	0	0	59
Macomb	0	0	2	3	0	1	0	0	6
Oakland	0	1	1	0	1	0	0	0	3
Saint Joseph	0	1	0	0	0	0	0	0	1
Van buren	0	1	1	0	0	0	0	0	2
Wayne	0	0	1	0	0	0	0	0	1
GrandTotals:	4	70	104	53	18	10	1	0	260

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Parent

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	6	12	4	1	1	0	0	24
Cass	0	0	1	1	1	0	0	0	3
Kalamazoo	1	7	12	10	5	0	0	0	35
Macomb	0	1	0	0	0	0	0	0	1
Oakland	0	0	1	0	0	0	0	1	2
Van buren	0	0	0	0	0	1	0	0	1
Wayne	0	0	0	0	0	1	0	0	1
GrandTotals:	1	14	26	15	7	3	0	1	67



Clients By Age, Race: White

Non-pregnant Pregnant Parent

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Non-Pregnant Race: White

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	19	9	2	1	1	1	1	34
Cass	0	1	0	1	1	0	0	0	3
Kalamazoo	0	0	0	1	0	0	0	0	1
GrandTotals:	0	20	9	4	2	1	1	1	38

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Pregnant Race: White

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	1	30	53	21	8	3	1	0	117
Cass	0	11	16	7	3	4	0	0	41
Kalamazoo	1	8	6	5	1	1	0	0	22
Macomb	0	0	1	2	0	1	0	0	4
Oakland	0	1	0	0	0	0	0	0	1
Saint joseph	0	1	0	0	0	0	0	0	1
Van buren	0	1	1	0	0	0	0	0	2
GrandTotals:	2	52	77	35	12	9	1	0	188

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Pregnant Race: White

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	1	30	53	21	8	3	1	0	117
Cass	0	11	16	7	3	4	0	0	41
Kalamazoo	1	8	6	5	1	1	0	0	22
Macomb	0	0	1	2	0	1	0	0	4
Oakland	0	1	0	0	0	0	0	0	1
Saint joseph	0	1	0	0	0	0	0	0	1
Van buren	0	1	1	0	0	0	0	0	2
GrandTotals:	2	52	77	35	12	9	1	0	188



Clients By Age, Race: African American

Non-pregnant Pregnant Parent

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Non-Pregnant Race: African American

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	1	1	0	0	0	0	3
Kalamazoo	0	1	0	0	1	0	0	0	2
GrandTotals:	0	2	1	1	1	0	0	0	5

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Pregnant Race: African American

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	5	8	2	2	0	0	0	17
Cass	0	0	0	1	0	0	0	0	1
Kalamazoo	2	10	11	11	0	1	0	0	35
Macomb	0	0	1	1	0	0	0	0	2
Oakland	0	0	1	0	1	0	0	0	2
Wayne	0	0	1	0	0	0	0	0	1
GrandTotals:	2	15	22	15	3	1	0	0	58

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Parent Race: African American

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Kalamazoo	1	3	7	6	3	0	0	0	20
Wayne	0	0	0	0	0	1	0	0	1
GrandTotals:	1	3	7	6	3	1	0	0	21



Clients By Age, Race: Asian Non-pregnant Pregnant Parent

Clients By Age All Sites

7/1/2014 - 9/30/2014 Pregnant Race: Asian

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	0	0	1	2	0	0	0	3
GrandTotal	0	0	0	1	2	0	0	0	3

Clients By Age All Sites

7/1/2014 - 9/30/2014 Parent Race: Asian

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	0	1	0	0	0	0	0	1
GrandTotal	0	0	1	0	0	0	0	0	1

Clients By Age, Race: Unknown

Non-pregnant
Pregnant
Parent

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Non-Pregnant Race: Unknown

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Van buren	0	0	0	1	0	0	0	0	1
Grand Totals:	0	0	0	1	0	0	0	0	1

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Pregnant Race: Unknown

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	3	3	0	1	0	0	0	7
Cass	0	0	0	2	0	0	0	0	2
Kalamazoo	0	0	2	0	0	0	0	0	2
GrandTotals:	0	3	5	2	1	0	0	0	11

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Parent Race: Unknown

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Kalamazoo	0	0	1	0	0	0	0	0	1
Oakland	0	0	1	0	0	0	0	0	1
GrandTotals:	0	0	2	0	0	0	0	0	2

Clients By Age, Ethnicity: Hispanic

Non-pregnant Pregnant Parent

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Non-Pregnant Ethnicity: Hispanic

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	2	0	0	0	0	0	0	2
Van buren	0	0	0	1	0	0	0	0	1
GrandTotals:	0	2	0	1	0	0	0	0	3

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Pregnant Ethnicity: Hispanic

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	1	2	2	4	1	0	1	0	11
Cass	0	1	0	0	0	2	0	0	3
Kalamazoo	0	1	1	3	0	0	0	0	5
Macomb	0	0	2	0	0	0	0	0	2
Van buren	0	1	0	0	0	0	0	0	1
GrandTotals:	1	5	5	7	1	2	1	0	22

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Parent Ethnicity: Hispanic

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	2	0	0	0	0	0	3
Kalamazoo	1	1	2	2	1	0	0	0	7
Oakland	0	0	1	0	0	0	0	0	1
Van buren	0	0	0	0	0	1	0	0	1
GrandTotals:	1	2	5	2	1	1	0	0	12

Clients By Age, Ethnicity: Non-Hispanic

Non-pregnant Pregnant Parent

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Pregnant Ethnicity: Non-Hispanic

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	36	62	20	12	3	0	0	133
Cass	0	10	16	10	3	2	0	0	41
Kalamazo	3	17	18	13	1	2	0	0	54
Macomb	0	0	0	3	0	1	0	0	4
Oakland	0	1	1	0	1	0	0	0	3
Saint	0	1	0	0	0	0	0	0	1
Van buren	0	0	1	0	0	0	0	0	1
Wayne	0	0	1	0	0	0	0	0	1
GrandTot	3	65	99	46	17	8	0	0	238

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Non-Pregnant Ethnicity: Non-Hispanic

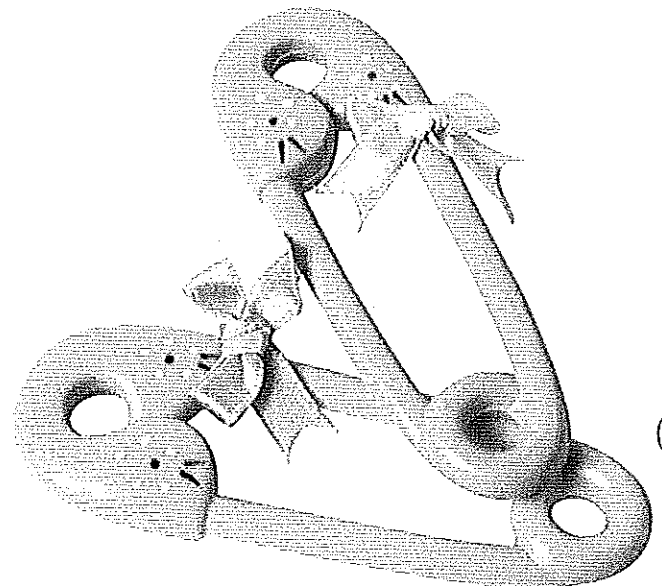
County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	18	10	3	1	1	1	1	35
Cass	0	1	0	1	1	0	0	0	3
Kalamazoo	0	1	0	1	1	0	0	0	3
GrandTotals:	0	20	10	5	3	1	1	1	41

Clients By Age

All Sites

7/1/2014 - 9/30/2014 Parent Ethnicity: Non-Hispanic

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	5	10	4	1	1	0	0	21
Cass	0	0	1	1	1	0	0	0	3
Kalamazoo	0	6	10	8	4	0	0	0	28
Macomb	0	1	0	0	0	0	0	0	1
Oakland	0	0	0	0	0	0	0	1	1
Wayne	0	0	0	0	0	1	0	0	1
GrandTotals:	0	12	21	13	6	2	0	1	55



Visits By Age - Total

Non-pregnant Pregnant Parent

Visits By Age

All Sites

7/1/2014 - 9/30/2014 Non-Pregnant Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total Total
Berrien	0	22	12	4	1	1	1	1	42
Cass	0	1	0	1	1	0	0	0	3
Kalamazoo	0	2	0	1	1	0	0	0	4
Van buren	0	0	0	1	0	0	0	0	1
GrandTotals:	0	25	12	7	3	1	1	1	50

Visits By Age

All Sites

7/1/2014 - 9/30/2014 Pregnant Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total Total
Berrien	1	91	130	57	25	8	1	0	313
Cass	0	20	25	25	7	21	0	0	98
Kalamazoo	8	49	36	33	3	4	0	0	133
Macomb	0	0	2	5	0	1	0	0	8
Oakland	0	5	1	0	1	0	0	0	7
Saint Joseph	0	1	0	0	0	0	0	0	1
Van buren	0	2	3	0	0	0	0	0	5
Wayne	0	0	2	0	0	0	0	0	2
GrandTotals:	9	168	199	120	36	34	1	0	567

**Visits By Age
All Sites**

7/1/2014 - 9/30/2014 Parent Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total Total
Berrien	0	11	18	4	1	1	0	0	35
Cass	0	0	1	1	1	0	0	0	3
Kalamazoo	1	10	22	17	8	0	0	0	58
Macomb	0	1	0	0	0	0	0	0	1
Oakland	0	0	1	0	0	0	0	1	2
Van buren	0	0	0	0	0	1	0	0	1
Wayne	0	0	0	0	0	1	0	0	1
GrandTotals:	1	22	42	22	10	3	0	1	101

Type of Counseling Referral Provided by Age

Counseling/Referral Client Summary

All Sites

7/1/2014 - 9/30/2014

Counseling/Referral	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total	
Abortion Risks & Info:	0	46	47	17	10	5	1	0	126	33.96%
Abstinence/Chastity:	0	17	18	6	4	0	1	0	46	12.40%
Abuse (Emotional):	0	4	4	3	1	0	0	0	12	3.23%
Abuse (Physical):	0	6	3	2	1	0	0	0	12	3.23%
Abuse (Sexual):	0	3	1	0	1	0	0	0	5	1.35%
Adoption Education:	1	40	46	14	10	3	1	0	115	31.00%
Anger Management:	0	3	1	1	0	0	0	0	5	1.35%
Breastfeeding:	2	26	40	24	6	2	0	0	100	26.95%
Child Care:	0	21	34	17	8	4	0	1	85	22.91%
Childbirth Issues:	1	11	33	24	10	5	1	0	85	22.91%
Decision Making:	0	28	26	13	8	3	0	0	78	21.02%
Depression:	1	25	30	18	8	2	0	0	84	22.64%
Drug/Alcohol:	1	46	52	16	6	3	0	0	124	33.42%
Education:	4	84	88	38	18	6	2	1	241	64.96%
Family Spt: -Birth Father	0	1	3	1	0	1	0	0	6	1.62%
Family Spt: -Boyfriend	0	0	2	0	1	0	0	0	3	0.81%
Family Spt: -Father	0	1	0	0	0	0	0	1	2	0.54%
Family Spt: -Foster Parent	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Grandparent	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Husband	0	1	1	0	1	1	0	0	4	1.08%
Family Spt: -Lol Guardian	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Mother	0	4	2	1	0	0	0	0	7	1.89%
Family Spt: -Sibling	0	1	0	1	0	0	0	0	2	0.54%
Fetal Development:	1	45	66	26	12	5	1	1	157	42.32%
Financial/Job:	1	84	109	48	21	10	2	1	276	74.39%
Grief -Adoption:	0	0	0	0	0	0	0	0	0	0.00%
Grief -Infant Death:	0	0	0	0	0	0	0	0	0	0.00%
Grief -Miscarriage:	0	0	0	0	0	0	0	0	0	0.00%
Housing:	2	86	103	41	18	8	2	1	261	70.35%
Initial Intake:	4	73	91	41	16	9	2	1	237	63.88%
Legal:	0	3	8	5	3	2	0	0	21	5.66%
Life Skills:	0	15	18	11	8	1	0	1	54	14.56%
Medical/Health:	2	46	64	26	14	5	1	0	158	42.59%

Mental Health:	1	14	16	7	6	0	0	0	44	11.86%
Nutrition:	2	55	58	28	12	5	1	0	161	43.40%
Other:	1	5	14	5	1	0	0	0	26	7.01%
Pantry Needs:	1	13	38	20	4	3	0	0	79	21.29%
Parenting Skills:	1	31	61	35	15	7	1	1	152	40.97%
Post Delivery Stress:	1	5	12	14	9	3	0	1	45	12.13%
Pregnancy Counseling &	3	68	86	39	16	10	1	0	223	60.11%
Relationship:	3	87	106	46	21	10	1	2	276	74.39%
STD Risks & Information:	1	50	59	17	6	3	1	0	137	36.93%
Stress Management:	0	42	55	26	15	8	1	1	148	39.89%

Classes / Assistance Provided by Age

Classes Assistance Client Summary

All Sites
7/1/2014 - 9/30/2014

Class/Assistance	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total	
Chastity Class:	1	3	1	1	0	0	0	0	6	1.62%
Childbirth Class:	0	0	0	0	0	0	0	0	0	0.00%
Parenting Class:	1	11	19	12	2	3	0	0	48	12.94%
Pregnancy Class:	0	9	6	3	1	4	0	0	23	6.20%
Family Support Class:	0	0	0	0	0	0	0	0	0	0.00%
In-House Clothing:	2	60	93	44	18	11	1	0	229	61.73%
In-House Food:	1	42	67	28	12	8	1	0	159	42.86%
In-House Furniture:	0	8	19	17	3	4	0	0	51	13.75%
Pregnancy Test Kit:	1	0	2	1	0	0	0	0	4	1.08%

Hours of Counseling and Education Provided by Service Provider

Provider Summary Report 7/1/2014 - 9/30/2014

	Counsel Time	Referral Time	Chastity Class	Childbth Class	Parent Class	Preg Class	Family Class	Clothing Pantry	Food Pantry	Fum Pantry	Preg Kit	Total
01 Women's Care Center	13,882	0	0	0	79	48	0	224	178	89	0	
	\$15,131.38	\$0.00	\$0.00	\$0.00	\$1,722.20	\$1,046.40	\$0.00	\$2,441.60	\$1,940.20	\$970.10	\$0.00	\$23,251.88
	Total Time: \$15,131.38				Total Class: \$2,768.60			Total Pantry:		\$5,351.90		
02 Catholic Charities/Kalamazoo	6,843	1,013	6	0	30	6	0	53	5	4	4	
	\$7,458.87	\$1,104.17	\$130.80	\$0.00	\$654.00	\$130.80	\$0.00	\$577.70	\$54.50	\$43.60	\$43.60	\$10,198.04
	Total Time: \$8,563.04				Total Class: \$915.60			Total Pantry:		\$675.80		
03 Catholic Charities/Southeast MI	1,767	0	0	0	0	0	0	14	1	0	0	
	\$1,926.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$152.60	\$10.90	\$0.00	\$0.00	\$2,089.53
	Total Time: \$1,926.03				Total Class: \$0.00			Total Pantry:		\$163.50		
Grand Totals	22,492	1,013	6	0	109	54	0	291	184	93	4	
	\$24,516.28	\$1,104.17	\$130.80	\$0.00	\$2,376.20	\$1,177.20	\$0.00	\$3,171.90	\$2,005.60	\$1,013.70	\$43.60	
Grand Total	\$25,620.45				Grand Total Class:	\$3,684		Grand Total Pantry:		\$6,191	\$44	\$35,539.45

F. Number of Calls Received on Hot Line

Calls By County By Age

All Sites

7/1/2014 - 9/30/2014

County		<16	16..20	21..25	26..30	31..35	36..40	41..4	>45	Total
Other States										
Macomb	MI	0	0	1	0	0	0	0	0	1
Oakland	MI	0	1	0	0	0	0	0	0	1
Counties		0	1	1	0	0	0	0	0	2
GrandTotals:		0	1	1	0	0	0	0	0	2

G. Number of Referrals on Hot Line By Service Provider

Calls Referred or Patched By Provider

7/1/2014 - 9/30/2014

Provider	Referral Info	Patches Called	Total
	2	0	2
GrandTotals:	0	0	2



III. Miscellaneous Items



A. MDCH Grant Goals and Objective Status



1st Goal

Promote childbirth as a viable & positive alternative to abortion & empower women throughout the Southern Region of Michigan facing unexpected pregnancies to choose childbirth rather than abortion.

Status

As of September 30, 2014, Three approved Service Providers, with a total of 13 approved sites functional. Two more Service Providers are in various stages of the approval process.

As of September 30, 2014, a TOTAL of 403 clients have been served

370 clients served this quarter!

Facebook Ad Campaign launched 8/25/2014

There were 2 callers to the toll free hotline this quarter

Objective

To identify and provide grants to social service agencies, pregnancy centers, adoption agencies and maternity homes statewide that offer core services.

To implement a regional advertising campaign to inform women in Michigan that pregnancy and parenting support services are available

To facilitate the use of centers that provide pregnancy and parenting support by advertising and operating the Toll-Free Referral System (1-888-LIFE-AID).

Method

Contact pregnancy centers, adoption agencies and maternity homes, notifying them of the Department of Community Health grant requirements, and inviting participation.

Contract advertising and information outreach.

Start Toll-Free Referral System offering services.

Time

-To have participating 10 to 20 Service Provider Sites by the end of the fiscal year

- To have served 2000 clients
- Advertise the length of the contract

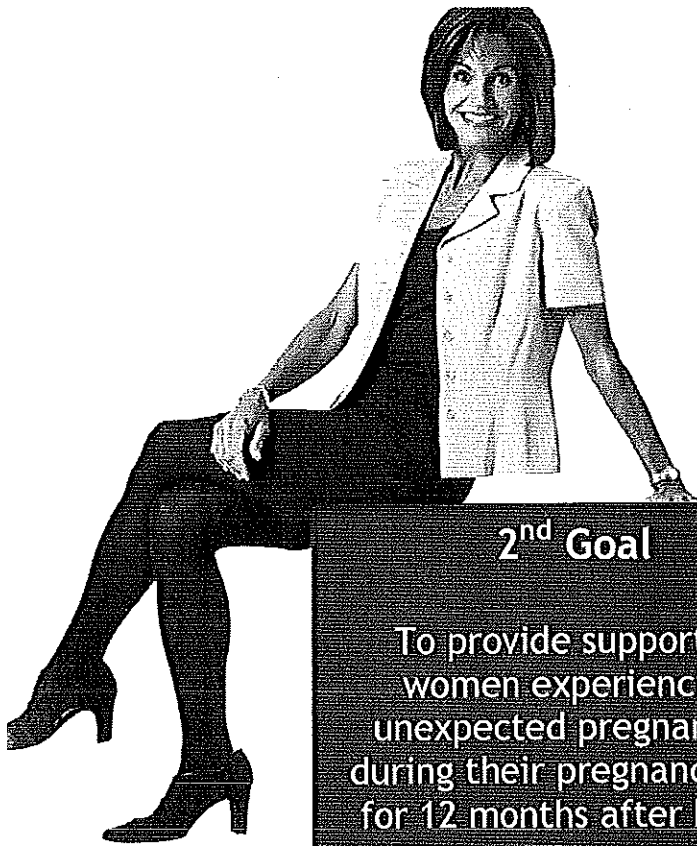
- To provide 7.5 hr/day, 5 day/week coverage in Fiscal Year 14/15.

Measure

-Numbers of Service Providers participating in the program.
-Number of clients served.
-Number of clients counseled who indicate they have decided to choose childbirth.

Number of women served per year as a consequence of an advertising campaign

Number of callers counseled and referrals made to service providers.



2nd Goal

To provide support to women experiencing unexpected pregnancies during their pregnancy and for 12 months after birth.

Objective

To provide core services consisting of life-affirming information and counseling and necessary support services and related support services

Method

Establish service provider network of pregnancy centers, adoption agencies and maternity homes providing life-affirming pregnancy and parenting support.

Measure

Number of women supported.

Time

-Continuous throughout the life of the contract.

Status

As of September 30, 2014, 283 pregnant clients have been served

260 Pregnant clients served this quarter!

3rd Goal

To assist women in achieving improved reproductive health



Objective

-Provide information on the advantages of abstinence to avoid unintended pregnancies and sexually transmitted diseases

Method

- Offer abstinence and chastity skills counseling, referrals, and classes.

-Provide information on risks of sexually transmitted diseases.

Measure

-Number of clients receiving abstinence/chastity skills counseling.
-Number of clients attending abstinence/chastity classes

Time

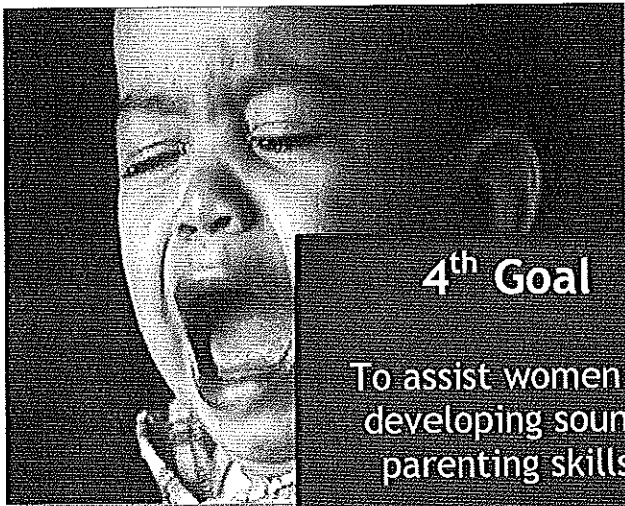
-Continuous throughout the life of the contract.

Status

- 46 clients received Abstinence and chastity counseling this quarter.

- 6 Clients have taken Abstinence and chastity classes this quarter.

- 59 clients with children indicated that child's immunizations were up to date this quarter.



4th Goal

To assist women in developing sound parenting skills

Objective

- Provide information, counseling, and classes on parenting skills.

Method

- Offer parenting skills counseling, referrals, and classes.

Measure

- Number of clients who visited or plan to visit a health care provider for prenatal care.

- Number of Clients who have taken their child to a pediatric appointment.

- Number of clients with infants up to date in immunizations.

Time

- Continuous throughout the life of the contract.

Status

271 clients have visited or plan to visit a healthcare provider for prenatal care this quarter.

69 Clients have taken their child for a pediatric appointment this quarter.

59 clients with children indicated that child's immunizations were up to date this quarter.

48 clients have taken Parenting classes this quarter.

152 clients have received Parenting counseling this quarter.



5th Goal

To increase awareness of adoption as an option for women with an unexpected pregnancy.

Objective

Provide accurate information on adoption

Method

-Provide information and training on adoption to Service Providers.

Measure

-The number of times adoption is counseled to

Time

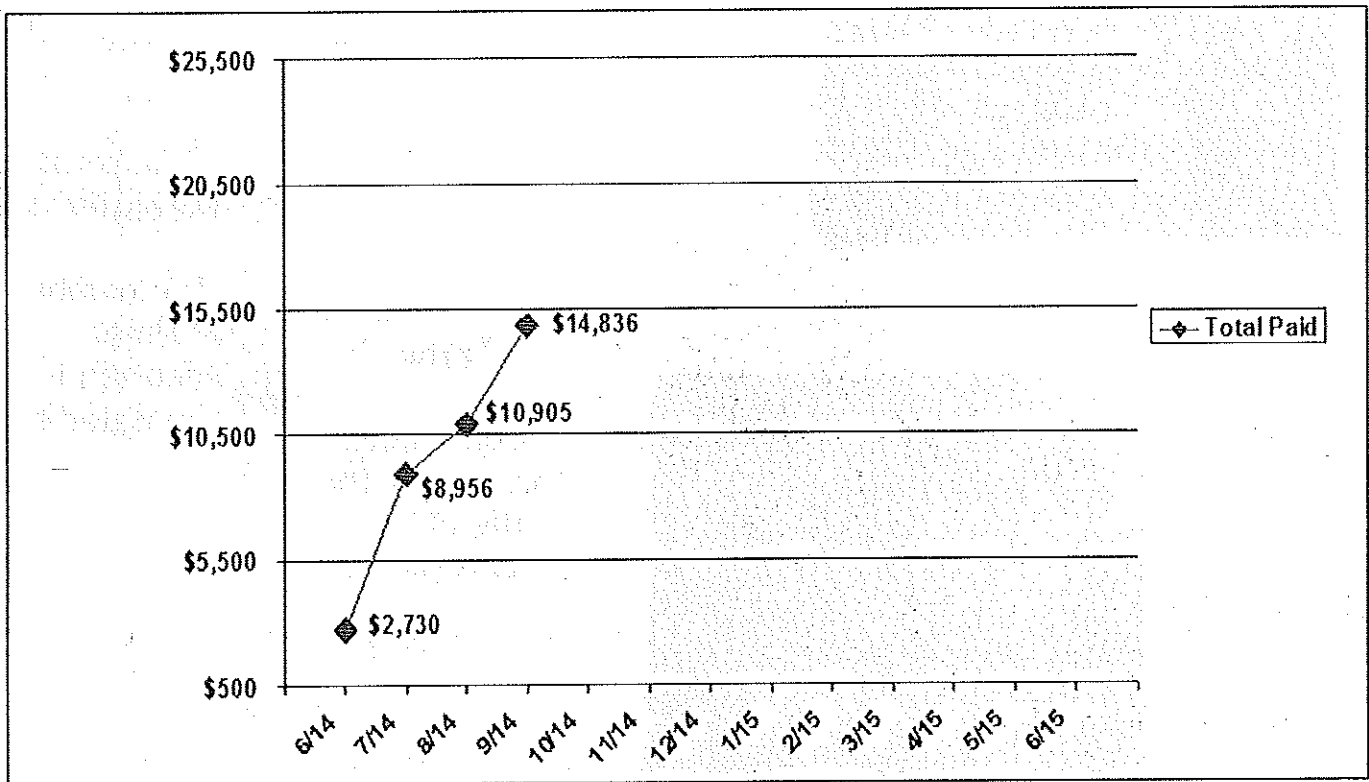
-Continuous throughout the life of the contract.

Status

114 clients were counseled about adoption this quarter.

B. Service Provider Reimbursement per Month

Real Alternatives MI Pregnancy and Parenting Support Services Program



Service Provider Reimbursement Per Month



Real Alternatives[™]

Empowering Women for Life[™]

FREE PREGNANCY SUPPORT SERVICES

Real Alternatives

7810 Allentown Boulevard, Suite 304
Harrisburg, PA 17112

www.RealAlternatives.org

EXHIBIT U



Real AlternativesSM

Empowering Women for LifeSM

FREE PREGNANCY SUPPORT SERVICES

1-888-LIFE-AID

Quarterly Status Report

July 1, 2017 to September 30, 2017

CORRECTED
FROM REPORT
FY17

**Michigan Pregnancy and Parenting
Support Services Program**

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I. Quarterly Administrative Report

A. Significant Project Status

MI Significant Project Status

July 1, 2017 to September 30, 2017

Program Rollout

-Since the inception of the Program on October 1, 2013, our Program Service Providers have provided pregnancy and parenting support services to a total of 5,104 clients, at 19,753 visits!

-Of the total 5,104 clients 3,234 Pregnant clients visited at 13,695 appointments, 1,359 Parent of Child clients visited at 5,324 appointments, and 511 Non-Pregnant clients visited at 734 appointments.

Program Advertising

Google Ad Campaign started March 1, 2017. During the 4th quarter, the ad generated 4,317 clicks with 202,844 impressions.

Program Support

No introductory letters mailed this quarter

1-888-LIFE-AID Toll-Free Hotline

Twenty-six hotline calls were received during this quarter.

Site Monitoring Reviews

There were ten (10) site monitorings this quarter.

Initial Site Visits

There are none to report this quarter.

Site Relocation

There are no site relocations this quarter.

Counselor Training Conference

The second Service Providers' Conference was held on Thursday, September 7, 2017 at the Blue Gate Garden Inn located in Shipshewana, Indiana. This year's theme was "Assisting Clients Who Have Opioid Addictions or Personality Disorders". Forty-seven counselors representing 12 different service providers in Indiana and Michigan attended the conference. Martha Allen, the Maternal and Child Division Director for the Indiana State Department of Health, presented the morning sessions on responding to client opioid addiction. Dr. Gregory Lester, our afternoon speaker, taught counselors about personality disorders and offered practical intervention strategies for counselors to use with clients.

B. Service Provider Site Monitoring and Site Visit Reports

REAL ALTERNATIVES
Michigan Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT – Contract Term 2016-2017

Site Name: Women's Care Center
Address: 621 E. Main Street, Niles MI 49120

Site #: 0100MI

Director: Ann Nelson, Director

Service Area: Berrien County

Date of Monitoring: 9/6/17

Monitoring Conducted By: Thomas A. Lang, Esq., V.P. of Operations

I. Corporate Administration

- A. General Observations: Corporate records, program records, policies, procedures, staff training, staff clearances, client service issues, and spiritual counseling procedures were reviewed and found to be in compliance according to the contractual requirements of the MI Pregnancy and Parenting Support Services Program.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

II. Program Profile

- A. General Observations: Counseling topics, programs, core services, referrals, pregnancy testing, educational materials, licensing/certifications and site-specific information and hotline accessibility were reviewed and found to be in compliance.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

III. Facility

- A. General Observations: All counseling areas, office space lavatories, safety features, equipment, inventory and pantry/storage areas were inspected and found to be in compliance.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

IV. Compliance Worksheets

- A. General Observations: Reimbursement compliance worksheets indicate that service provider submitted for and was appropriately reimbursed for dates of service reviewed. Reimbursement Compliance Worksheets indicate that the client forms reviewed at this site were completed appropriately, except as noted below. There were two (2) Spiritual Counseling Request Forms (SCRF) to be reviewed at this time, but the counselors inadvertently indicated on the SRF that Spiritual Counseling had occurred.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: None
- D. Special Comments: None

V. Conclusion

Women's Care Center, located in Niles, MI, is situated in a beautiful old home that is very well preserved and maintained. It's very comfortable, organized, and attractive. Anyone would feel safe and secure in that environment. The site is in a very accessible part of town. All of the staff members were pleasant, helpful, very professional, and extremely well organized. It's no wonder why many women come here for confidential, compassionate and free services when they are experiencing unexpected pregnancies!

The following is one of many client success stories from this site:

Rachael's mom called our center seeking a free pregnancy test for her daughter. While meeting with a counselor, Rachael was very open and shared the difficult circumstances she was facing. Though Rachael had a job and was not a minor, she was not in a relationship and said this pregnancy was unplanned. She also talked about her health condition that had permanently affected her physical appearance. Because Rachael didn't feel well on medication, she turned to frequent marijuana use for relief.

In discussing options for her pregnancy, she quickly dismissed the idea of adoption, stating that she wouldn't want the baby to end up in foster care. With more adoption information shared by the counselor, she said if she chose adoption she would want to

choose parents who were unable to have their own children. She told the counselor that she did not believe in abortion for babies that have a heartbeat, but she would absolutely plan on having an abortion if the fetus was small. She said she did not feel that she was capable of parenting right now given her life circumstances.

Rachael's mother was supportive of any decision her daughter wanted to make, including abortion. Rachael and her mom were able to receive an ultrasound right away and were surprised to learn that she was nearly half way through the pregnancy! The baby's due date landed on Rachael's mom's birthday, which seemed to soften her heart.

They toured our Crib Club store to see the new baby items that could be earned and they seemed encouraged. Rachael's mom committed to help her and to also attend the parenting classes as her support person. Together, Rachael and her mom attended almost 25 classes! She learned the basics about pregnancy, newborn care and breastfeeding, along with many other parenting helps. Rachael also earned many baby items including a car seat, swing and stroller.

Her mom often expressed her gratitude for our services when she was in for classes. Rachael's son Aaron was born in good health! They brought him in to meet our staff and she received a gift for her new baby boy!

REAL ALTERNATIVES
Michigan Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT
SIGNATURE PAGE

Site Monitoring Report Submitted By: Thomas A. Lang, Esq.

Attended by: Barbara "Quess" Derman, MSW, Public Health Consultant, Reproductive & Preconception Health, Michigan Department of Health and Human Services, Lansing, MI

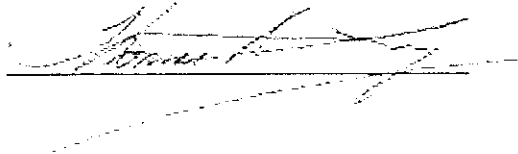
Site Name & #: Women's Care Center 0100MI

Date of Report: October 12, 2017

Corrective Action Recommended/Taken: N/A

Date of Corrective Action: N/A

Corrective Action Confirmed By: Thomas A. Lang, Esq.

Real Alternatives Vice President's Signature: 

REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT - FY 16/17

Site Name: Catholic Charities Diocese of Kalamazoo
Address: 1441 S Westnedge Ave, Kalamazoo MI

Site #: 0200MI

Director: Kerry Williams

Service Area: Kalamazoo County

Date of Monitoring: 9/5/2017

Monitoring Conducted By: Remote: Yazmin Fuentes; RA: Mary Kelkis, Svcs Coordinator

I. Corporate Administration

- A. General Observations: Corporate records, program records, policies, procedures, staff training, staff clearances, client service issues, and spiritual counseling procedures were reviewed and found to be in compliance according to the contractual requirements of the MI Pregnancy and Parenting Support Services Program.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

II. Program Profile

- A. General Observations: Counseling topics, programs, core services, referrals, pregnancy testing, educational materials, licensing/certifications and site-specific information and hotline accessibility were reviewed and found to be in compliance.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

III. Facility

- A. General Observations: All counseling areas, office space, lavatories, safety features, equipment, inventory and pantry/storage areas were inspected and found to be in compliance.

- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

IV. Compliance Worksheets

- A. General Observations: Reimbursement compliance worksheets indicate that service provider submitted for and was appropriately reimbursed for dates of service reviewed. Reimbursement Compliance Worksheets indicate that the client forms reviewed at this site were completed appropriately. There were no Spiritual Counseling Request Forms (SCRF) to be reviewed at this time.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

V. Conclusion

The Caring Network's trained staff assists women throughout their pregnancy. Women receive information on fetal development, nutrition and breast-feeding. The Caring Network Case Managers assist women in finding appropriate community resources to meet their needs and to help them have a healthy pregnancy and birth. Parenting and self-care classes are offered. The Caring Network also provides material needs for mother and babies. The following client success story shows the value of the outstanding work the center does:

Patty came to us as a high school senior 6 months pregnant with her first child. She and her family were not living in stable housing, and there was a lot of uncertainty with them. Given the size of her family, Caring Network was unable to help with housing but engaged Patty in Real Alternatives case management.

Patty regularly attended appointments with her case manager; the case manager had to ask Patty's mother to sit out at least ½ of each appointment, as Mom would dominate the discussions. Patty's case manager discussed her pregnancy, parenting, housing (once she turned 18 she was eligible for Catholic Charities housing), her relationship with the father of the baby (FOB), and encouraged her to finish high school. Patty's primary goal was to be prepared for her son's birth: this she achieved. She delivered a healthy boy just over a year ago.

In addition to case management, Patty attended classes at Caring Network (Mama Academy and Childbirth Preparation and Parenting for Teens).

When Patty's family left her behind to return to their hometown, Patty moved in with the FOB's family. She continued with case management and began pursuing her own housing. The RA case manager encouraged her to apply for CCDOK housing. Patty

moved into CCDOK housing when her son was 8 months old. She transitioned into another CCDOK program when her son was 10 months old (her RA case manager resigned).

Patty is successfully working with the CCDOK housing program, has a beautiful, thriving 1 year old, is working almost full-time, and has begun looking into obtaining housing on her own. I believe that without the Real Alternatives program, Patty would not be doing as well as she is. Her family would not have encouraged her to be as independent as she currently is; she is motivated to learn as much as she can, to help others, and to provide a good life for her son.

REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT
SIGNATURE PAGE

Site Monitoring Report Submitted By: Mary W. Kelkis, Services Coordinator

Site Name & #: Catholic Charities, Diocese of Kalamazoo #0200MI

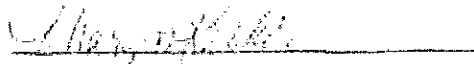
Date of Report: 10/4/2017

Corrective Action Recommended/Taken: N/A

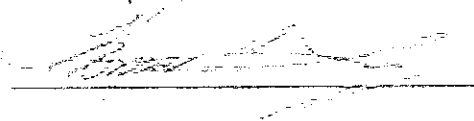
Date of Corrective Action: N/A

Corrective Action Confirmed By: N/A

Real Alternatives Site Monitor's Signature:



Real Alternatives Vice President's Signature:



REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT - FY 16/17

Site Name: Catholic Charities of Southeast Michigan, Lapeer
Address: 700 S Main St, Suite 211, Lapeer MI 48446

Site #: 0303MI

Director: Charlotte Webster

Service Area: Lapeer County

Date of Monitoring: 9/6/2017

Monitoring Conducted By: Mary W. Kelkis, Services Coordinator

I. Corporate Administration

- A. General Observations: Corporate records, program records, policies, procedures, staff training, staff clearances, client service issues, and spiritual counseling procedures were reviewed and found to be in compliance according to the contractual requirements of the MI Pregnancy and Parenting Support Services Program.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

II. Program Profile

- A. General Observations: Counseling topics, programs, core services, referrals, pregnancy testing, educational materials, licensing/certifications and site-specific information and hotline accessibility were reviewed and found to be in compliance.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

III. Facility

- A. General Observations: All counseling areas, office space, lavatories, safety features, equipment, inventory and pantry/storage areas were inspected and found to be in compliance.

- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

IV. Compliance Worksheets

- A. General Observations: There were no Services Rendered Forms (SRF) to be reviewed at this time. There were no Spiritual Counseling Request Forms (SCRF) to be reviewed at this time.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

V. Conclusion

Catholic Charities of Southeast Michigan's Lapeer office is not currently seeing pregnant clients. The office is located on the second level of a shopping plaza in Lapeer, Michigan. This satellite office expects to see pregnant clients in the upcoming 2017-2018 fiscal year

REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT
SIGNATURE PAGE

Site Monitoring Report Submitted By: Mary W. Kelkis, Services Coordinator

Site Name & #: CC SEMI, Lapeer #0303MI

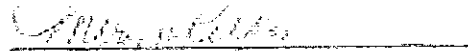
Date of Report: 9/27/2017

Corrective Action Recommended/Taken: N/A

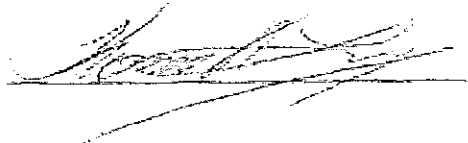
Date of Corrective Action: N/A

Corrective Action Confirmed By: N/A

Real Alternatives Site Monitor's Signature:



Real Alternatives Vice President's Signature:



REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT - FY 16/17

Site Name: Catholic Charities of Southeast Michigan, Royal Oak
Address: 1424 E 11 Mile Rd. Royal Oak MI 48067

Site #: 0307MI

Director: Charlotte Webster

Service Area: Oakland County

Date of Monitoring: 9/8/2017

Monitoring Conducted By: Mary W. Kelkis, Services Coordinator

I. Corporate Administration

- A. General Observations: Corporate records, program records, policies, procedures, staff training, staff clearances, client service issues, and spiritual counseling procedures were reviewed and found to be in compliance according to the contractual requirements of the MI Pregnancy and Parenting Support Services Program with two exceptions. Two client files were mistakenly shredded when the provider moved offices.
- B. Deficiencies: Two client files missing / shredded by provider by mistake
- B. Corrective Action Recommended/Taken: Void and deduct all services rendered forms for the two clients.
- D. Special Comments: None

II. Program Profile

- A. General Observations: Counseling topics, programs, core services, referrals, pregnancy testing, educational materials, licensing/certifications and site-specific information and hotline accessibility were reviewed and found to be in compliance.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

III. Facility

- A. General Observations: All counseling areas, office space, lavatories, safety features, equipment, inventory and pantry/storage areas were inspected and found to be in compliance.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

IV. Compliance Worksheets

- C. General Observations: Reimbursement compliance worksheets indicate that service provider submitted for and was appropriately reimbursed for dates of service reviewed. Reimbursement Compliance Worksheets indicate that the client forms reviewed at this site were completed appropriately with one exception. One SRF was missing a client signature and date for the date of service. There were no Spiritual Counseling Request Forms (SCRF) to be reviewed at this time.
- D. Deficiencies: One Services Rendered Form was not verified with client signature and date.
- E. Corrective Action Recommended/Taken: Void and deduct the form
- F. Special Comments: None

V. Conclusion

Catholic Charities of Southeast Michigan's Royal Oak office is located in the ground level of an office building along 11 Mile Road. The office sees clients both in the clean, comfortable counseling rooms at this center and in the client's own homes. The following client story illustrates the terrific work done at this center.

Amy was young and pregnant when she first heard about Project Hope. She was scared because she didn't know anything about babies or being a mother. Her own mother died when she was very young and her father, while supportive, didn't teach her much about how to care for others. Amy attended counseling at CCSEM for depression and anxiety. Her friends and family all told her she should just get an abortion. After all, they said, she was unemployed, living in her father's house and the father of the baby had left.

Amy found out about Project Hope through her therapist and was quickly welcomed into the program. Project Hope ensured that she maintained her stable housing, provided resources for food, clothing and utility assistance. Project Hope helped her with baby items and furniture so she was ready for when her baby arrived. Most importantly, Amy was taught about her growing baby inside her. She learned how a baby develops in the womb, and was taught what to expect when the baby was born.

Every little detail about being a new mother was gone over with Amy so that she could feel as confident as any other first time mom. Project Hope also explained Post-Partum Depression and helped Amy develop a plan with her therapist for after the baby was born. Through the weeks of her pregnancy, Amy became more and more confident and more excited for her baby to be born. When her baby boy was finally here, Amy was scared but was reassured by staff at Project Hope along with her therapist. Amy came in soon after the baby was born and continued to learn all about taking care of a baby. She watched videos, read material and talked extensively with Project Hope staff.

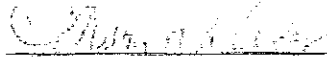
Today, Amy still comes to Project Hope to continue to learn about being a mom and what to expect from her baby. Her housing is stable, she is utilizing community resources, attends her therapy sessions, and has joined a mom's group. She says she can't imagine her life without her baby and thanks Project Hope for letting her feel that it was possible to be a good mom.

REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

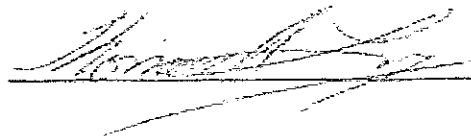
SITE MONITORING REPORT
SIGNATURE PAGE

Site Monitoring Report Submitted By: Mary W. Kelkis, Services Coordinator
Site Name & #: CC of SEMI, Royal Oak #0307MI
Date of Report: 9/27/2017
Corrective Action Recommended/Taken: Void and deduct services as listed above
Date of Corrective Action: Next invoice
Corrective Action Confirmed By: Thomas A. Lang, Esq., VP of Operations

Real Alternatives Site Monitor's Signature:



Real Alternatives Vice President's Signature:



REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT - FY 16/17

Site Name: Catholic Charities of Southwest Michigan
Address: 26238 Ryan Rd, Warren MI 48089

Site #: 0309M1

Director: Charlotte Webster

Service Area: Macomb County

Date of Monitoring: 9/8/2017

Monitoring Conducted By: Mary W. Kelkis, Services Coordinator

I. Corporate Administration

- A. General Observations: Corporate records, program records, policies, procedures, staff training, staff clearances, client service issues, and spiritual counseling procedures were reviewed and found to be in compliance according to the contractual requirements of the MI Pregnancy and Parenting Support Services Program with the following exception. Twenty-six client files were mistakenly shredded when the facility closed. All forms associated with those clients are invalid and will be deducted from a future invoice.
- B. Deficiencies: Shredded client files
- C. Corrective Action Recommended/Taken: Deduction from invoice
- D. Special Comments: None

II. Program Profile

- A. General Observations: Counseling topics, programs, core services, referrals, pregnancy testing, educational materials, licensing/certifications and site-specific information and hotline accessibility were reviewed and found to be in compliance.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

III. Facility

- A. General Observations: This office was closed and unavailable for inspection at the date of this monitoring.

- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

IV. Compliance Worksheets

- A. General Observations: Reimbursement compliance worksheets indicate that service provider submitted for and was appropriately reimbursed for dates of service reviewed. Reimbursement Compliance Worksheets indicate that the client forms reviewed at this site were completed appropriately. There were no Spiritual Counseling Request Forms (SCRF) to be reviewed at this time.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

V. Conclusion

Catholic Charities of Southeast Michigan's Warren office is now closed. Clients were transferred to other locations for Catholic Charities. The following is an example of the terrific work that was done by this site:

Habi came to Project Hope through a refugee program. She was married with 2 children when she and her husband came to the US to escape the imminent danger in her homeland. Habi didn't know she was pregnant until she got to the US and had moved into a relative's home. Habi spoke very little English and required a translator. The relatives were very stressed when they learned that Habi was going to have another baby. Resources were scarce for the existing family members and they couldn't imagine having another person to take care of

Habi was very upset and felt bad for her family. Project Hope worked to stabilize the living situation and helped provide baby supplies to ease the tension in the house. Habi was referred for prenatal care along with other community resources to help them access food and clothing. Project Hope assisted Habi's husband to secure employment so that he could help support the household. Through Project Hope, Habi began a program to learn English (her fourth language). She learned about the birthing options in the US and what to expect when she went into labor. Habi was nervous about going into labor and delivering her baby without her mother with her. Project Hope assisted Habi in developing a birth plan to ease her anxiety.

Habi delivered a healthy baby girl. This birth was very different for Habi as it was the first in the US and without the aid from her mother. Habi says she felt very supported and confident that she would have a healthy baby. Habi and her husband came to Project Hope for a while after the baby was born but stopped coming when they felt confident and financially stable enough to continue to raise their family on their own.

REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT
SIGNATURE PAGE

Site Monitoring Report Submitted By: Mary W. Kelkis

Site Name & #: Catholic Charities of SE Michigan, Warren #0309MI

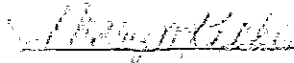
Date of Report: 10/3/2017

Corrective Action Recommended/Taken: Yes


Date of Corrective Action: Next Invoice

Corrective Action Confirmed By: Thomas A. Lang, VP of Operations

Real Alternatives Site Monitor's Signature:



Real Alternatives Vice President's Signature:



REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT - FY 16/17

Site Name: Catholic Charities of Southeast Michigan
Address: 1234 Porter St. Detroit MI 48226

Site #: 0311MI

Director: Charlotte Webster

Service Area: Wayne County

Date of Monitoring: 9/8/2017

Monitoring Conducted By: Mary W. Kelkis, Services Coordinator

I. Corporate Administration

- A. General Observations: Corporate records, program records, policies, procedures, staff training, staff clearances, client service issues, and spiritual counseling procedures were reviewed and found to be in compliance according to the contractual requirements of the MI Pregnancy and Parenting Support Services Program.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

II. Program Profile

- A. General Observations: Counseling topics, programs, core services, referrals, pregnancy testing, educational materials, licensing/certifications and site-specific information and hotline accessibility were reviewed and found to be in compliance.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

III. Facility

- A. General Observations: All counseling areas, office space, lavatories, safety features, equipment, inventory and pantry/storage areas were inspected and found to be in compliance.

- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

IV. Compliance Worksheets

- A. General Observations: Reimbursement compliance worksheets indicate that service provider submitted for and was appropriately reimbursed for dates of service reviewed. Reimbursement Compliance Worksheets indicate that the client forms reviewed at this site were completed appropriately. There were no Spiritual Counseling Request Forms (SCRF) to be reviewed at this time.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

V. Conclusion

Catholic Charities of Southeast Michigan's Detroit location is in the St. Frances Cabrini Clinic. This building is a medical center. The pregnancy counseling services are offered in private rooms comfortably furnished. The following client story illustrates the outstanding services provided at this site.

Autumn came to Project hope in Detroit with multiple needs. She was early in her pregnancy, had a toddler and many financial hardships. Volunteers transported Autumn to the office to meet with Project Hope staff regularly. She felt hopeless and said she couldn't imagine bringing another baby into her situation.

Project Hope helped link Autumn with numerous community resources to help meet her basic needs for food, shelter and clothing. When her basic needs were met, Autumn was able to then focus on her toddler and the new baby coming. Project Hope again facilitated linking Autumn with many community resources for baby supplies, as well as providing many baby supplies through our baby closet.

Project Hope staff taught Autumn about child development as well as fetal development and helped her prioritize taking care of herself and her toddler in order to take care of her growing baby. Midway through her pregnancy, Autumn learned that her new baby would have several (genetic) health issues. She leaned on Project Hope staff and volunteers more than ever to help accept this news and to understand exactly what was happening.

Autumn said she couldn't have gotten through that time without the help and support of Project Hope. Autumn learned, through doctors and Project Hope staff, what the conditions were about, the prognosis for her baby and what she would need to do to take care of her baby.

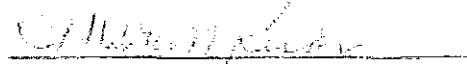
Autumn safely delivered her baby in August 2017. Since Project Hope linked Autumn with an obstetrician/clinic for prenatal care, the doctors and hospitals were ready when the baby was born to provide him with the best medical care. While the road ahead is a long, hard one for this baby, he is thriving and doing well. Autumn is prepared to take care of him and is much more financially stable. Autumn still regularly visits Project Hope staff to continue to learn about her son's condition, to learn about her toddler and parenting both children.

REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

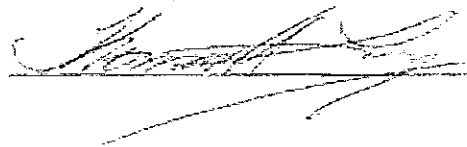
SITE MONITORING REPORT
SIGNATURE PAGE

Site Monitoring Report Submitted By: Mary W. Kelkis
Site Name & #: CC of SE MI, Detroit #0311MI
Date of Report: 9/27/2017
Corrective Action Recommended/Taken: N/A
Date of Corrective Action: N/A
Corrective Action Confirmed By: N/A

Real Alternatives Site Monitor's Signature:



Real Alternatives Vice President's Signature:



REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT - FY 16/17

Site Name: Catholic Charities of West Michigan
Address: 1095 3rd St, Muskegon MI 49441

Site #: 0402MI

Director: Stephanie Busch

Service Area: Muskegon County

Date of Monitoring: 9/6/2017

Monitoring Conducted By: Mary W. Kelkis, Services Coordinator

I. Corporate Administration

- A. General Observations: Corporate records, program records, policies, procedures, staff training, staff clearances, client service issues, and spiritual counseling procedures were reviewed and found to be in compliance according to the contractual requirements of the MI Pregnancy and Parenting Support Services Program.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

II. Program Profile

- A. General Observations: Counseling topics, programs, core services, referrals, pregnancy testing, educational materials, licensing/certifications and site-specific information and hotline accessibility were reviewed and found to be in compliance.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

III. Facility

- A. General Observations: All counseling areas, office space, lavatories, safety features, equipment, inventory and pantry/storage areas were inspected and found to be in compliance.

- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

IV. Compliance Worksheets

- A. General Observations: Reimbursement compliance worksheets indicate that service provider submitted for and was appropriately reimbursed for dates of service reviewed. Reimbursement Compliance Worksheets indicate that the client forms reviewed at this site were completed appropriately. There were no Spiritual Counseling Request Forms (SCRF) to be reviewed at this time.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

V. Conclusion

The Muskegon location of Catholic Charities of West Michigan is welcoming and easy to locate. The waiting area and counseling rooms are beautifully furnished and comfortable. The counselors are degreed professionals and see clients both at the site and in the client's homes. The following success story perfectly illustrates the wonderful work done at this site.

A hospital social worker referred a 26-year-old pregnant woman to our agency for counseling. The client was in her second trimester, unsure who the father of her baby was, and unsure of her own emotional ability to be a parent at this point in her life. Her family was completely overwhelmed as she continuously vacillated between whether she wanted to terminate her pregnancy, place her baby for adoption, or parent her child. They felt like no matter how many discussions they had they were not able to bring her any closer to a decision.

Our counselor drove out to her home a number of times over the span of a couple of weeks to process the complicated emotions she was experiencing regarding her pregnancy. She herself was overwhelmed at times to the point of contemplating suicide. The counselor was able to help her come to her own understanding that not only did she really want to carry out her pregnancy but that she also really did want to be a mother to this child.

Once this decision was made the client and her counselor began to work on the emotional and physical preparation needed to parent her baby. She began to accept the love that she had in her heart for this baby and began to get excited about the emotional and physical preparation involved with being a mother. Her family stood by her decision and fully embraced the idea of bringing a new baby into their home.

She was able to work full-time throughout her entire pregnancy, allowing her to save the

money that she would need to take off a full three months after her baby was born. She committed to breast-feeding her baby and it was wonderful to watch her have this amazing bonding experience after her baby was born.

Being a single mother brought its own set of emotional struggles but the client took a referral to an outpatient "mother and baby" program that got her the psychological help she needed to keep moving forward on her mental health journey for the sake of her child. Although her baby was born a few weeks preterm, she is a beautiful, healthy baby girl. The client has committed to meeting with her pregnancy counselor throughout the baby's first year of life.

REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT
SIGNATURE PAGE

Site Monitoring Report Submitted By: Mary W. Kelkis, Services Coordinator

Site Name & #: Catholic Charities, West MI #0402MI

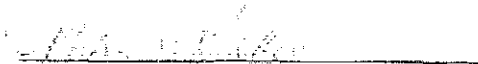
Date of Report: 09/27/2017

Corrective Action Recommended/Taken: N/A

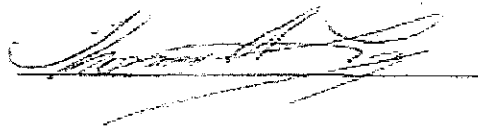
Date of Corrective Action: N/A

Corrective Action Confirmed By: N/A

Real Alternatives Site Monitor's Signature:



Real Alternatives Vice President's Signature:



REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT - FY 16/17

Site Name: Pregnancy Aid
Address: 17325 Mack Ave, Detroit MI 48224

Site #: 0500MI

Director: Nancy Anter

Service Area: Wayne County

Date of Monitoring: 9/13/2017

Monitoring Conducted By: Remote: Philip C. Mikula; Mary W. Kelkis for RA

I. Corporate Administration

- A. General Observations: Corporate records, program records, policies, procedures, staff training, staff clearances, client service issues, and spiritual counseling procedures were reviewed and found to be in compliance according to the contractual requirements of the MI Pregnancy and Parenting Support Services Program.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

II. Program Profile

- A. General Observations: Counseling topics, programs, core services, referrals, pregnancy testing, educational materials, licensing/certifications and site-specific information and hotline accessibility were reviewed and found to be in compliance.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

III. Facility

- A. General Observations: All counseling areas, office space, lavatories, safety features, equipment, inventory and pantry/storage areas were inspected and found to be in compliance.

- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

IV. Compliance Worksheets

- A. General Observations: Reimbursement compliance worksheets indicate that service provider submitted for and was appropriately reimbursed for dates of service reviewed. Reimbursement Compliance Worksheets indicate that the client forms reviewed at this site were completed appropriately with three exceptions. Three clients did not sign and date their verification forms for the date of service provided. The Spiritual Counseling Request Forms (SCRF) reviewed at this site are completed appropriately.
- B. Deficiencies: Three (3) forms not verified with client signature and date of service
- C. Corrective Action Recommended/Taken: Deduction from future invoice
- D. Special Comments: None

V. Conclusion

Pregnancy Aid is located in an urban area. The counseling rooms are warm and welcoming. Pregnancy Aid of Detroit provides free, confidential pregnancy testing, emotional support, professional counseling, referrals to community resources as well as material needs for mothers and babies. Classes are provided on a variety of topics, which include fetal development, parenting, breastfeeding, nutrition, and healthy relationships. There were 715 program eligible clients served at Pregnancy Aid in the last fiscal year.

The following client story tells of the wonderful work done at Pregnancy Aid.

On November 9th, 2016, Kristen came to Pregnancy Aid seeking program information and abortion information. She was about 10 week pregnant at the time. During Kristen's intake, I discovered that she came to Pregnancy Aid 10 years ago while pregnant with her now 10 year old daughter. She also disclosed that this was her third pregnancy but she had an abortion four years earlier.

Kristen said the abortion was horrible, stating, "It was the worst thing I've ever been through." She mentioned experiencing both physical and emotional trauma, including depression.

Following this experience Kristen was told by doctors she would not be able to conceive again. However, a home pregnancy test and doctor visit confirmed her third pregnancy. Her main concerns were financial stability and the possibility of miscarriage due to cocaine exposure. She admitted to living a less-than-stellar lifestyle that included drugs and occasional prostitution.... Our attempts to schedule an ultrasound failed.



Kristen left.... and we reached out with no success. We were certain that she would follow through with the abortion.

On January 16th, 2017 we received a phone call from Kristen. We were elated to find out that she was still pregnant, however, she was not well. Kristen had no job, no income, no car, and was behind on her rent. This was our moment to show her we cared... and we secured funds to get her car from the impound lot.

Kristen began to attend several classes.... and gave birth to a beautiful baby girl on June 1, 2017. Six day later we received a text message that read, "I cannot imagine ever not wanting to keep her. She's amazing!"

REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT
SIGNATURE PAGE

Site Monitoring Report Submitted By:	Mary W. Kelkis, Services Coordinator
Site Name & #:	Pregnancy Aid
Date of Report:	10/31/2017
Corrective Action Recommended/Taken:	Deduct amount of invalid forms from next invoice
Date of Corrective Action:	10/31/2017
Corrective Action Confirmed By:	Thomas A. Lang, Esq.
Real Alternatives Site Monitor's Signature:	
Real Alternatives Vice President's Signature:	

REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT - FY 16/17

Site Name: Lennon Pregnancy Center
Address: 24275 Ann Arbor Trail, Dearborn Heights MI 48127

Site #: 0600MI

Director: Katherine Lennon

Service Area: Wayne County

Date of Monitoring: 9/8/2017

Monitoring Conducted By: Mary W. Kelkis, Services Coordinator

I. Corporate Administration

- A. General Observations: Corporate records, program records, policies, procedures, staff training, staff clearances, client service issues, and spiritual counseling procedures were reviewed and found to be in compliance according to the contractual requirements of the MI Pregnancy and Parenting Support Services Program.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

II. Program Profile

- A. General Observations: Counseling topics, programs, core services, referrals, pregnancy testing, educational materials, licensing/certifications and site-specific information and hotline accessibility were reviewed and found to be in compliance.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

III. Facility

- A. General Observations: All counseling areas, office space, lavatories, safety features, equipment, inventory and pantry/storage areas were inspected and found to be in compliance.

- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

IV. Compliance Worksheets

- A. General Observations: Reimbursement compliance worksheets indicate that service provider submitted for and was appropriately reimbursed for dates of service reviewed. Reimbursement Compliance Worksheets indicate that the client forms reviewed at this site were completed appropriately with exceptions. Twenty-three clients signed the CVF prior to services received and counselor(s) dated the forms for the services billed. Fourteen clients signed ahead of time and dated each signature line with the original date of service. Two clients didn't date the CVF at all. One client didn't sign the CVF at all. One client left the year off the date on the front of the CVF. There were no Spiritual Counseling Request Forms (SCRF) to be reviewed at this time.
- B. Deficiencies: Client Verification Forms (CVF): Twenty-three clients signed the CVF prior to services received and counselor(s) dated the forms for the services billed. Fourteen clients signed ahead of time and dated each signature line with the original date of service. Two clients didn't date the CVF at all. One client didn't sign the CVF at all. One client left the year off the date on the front of the CVF.
- C. Corrective Action Recommended/Taken: Retrain staff on program rules for completion of Client Verification Forms.
- D. Special Comments: None

V. Conclusion

The Lennon Pregnancy Center is located an easily accessible building along Ann Arbor Trail in Dearborn Heights, Michigan. The waiting room is large and welcoming. Counseling rooms are warmly furnished and are private. The following client story shows the outstanding work done at this site.

Watching someone blossom within a few months of coming to class is one of the most gratifying parts of being at the Lennon center. My client J heard about us through a referral through her social worker. J was about 5 months pregnant when she first came to our center and had been part of the foster care system when she was three years old.

J was adopted but unfortunately her adoptive parents mistreated her. J suffers from severe depression because of her personal history. She and her boyfriend found themselves pregnant and practically homeless. When she came to our door J was obviously depressed and barely made eye contact. She had to go to multiple doctor appointments because her baby had heart issues. She was obviously stressed and felt very alone. In addition, she had nothing for her baby.

After convincing her to come to class where she met other pregnant women and learned how to take care of her baby, J began to relax and finally smile. J has come to the center consistently; she loves learning about her baby's development and is always curious to learn more.

She has made arrangements to move in with her sister so she has a home when the baby is born. J is much more confident and feels good about being to provide for her baby with the things that she has gotten from our center. J also enjoys the interaction with the other women in class and is offering help and advice to the other women in class.

J has also brought the baby's father to class when he is available and they both have participated in the cooking classes we have offered through the Beaumont health system. Her turn around has been amazing and she has begun journaling her feelings to help with her depression. I am grateful that Real Alternatives has helped us to help provide for someone like J and her new family.

REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT
SIGNATURE PAGE

Site Monitoring Report Submitted By: Mary W. Kelkis

Site Name & #: The Lennon Center, #0600MI

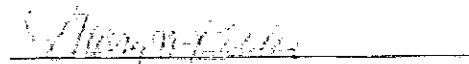
Date of Report: 9/29/2017

Corrective Action Recommended/Taken: Void and Deduct Invalid SRFs, Retraining

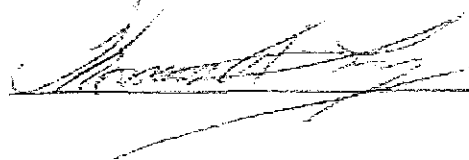
Date of Corrective Action: Next invoice period, Retraining completed 9/13/2017

Corrective Action Confirmed By:

Real Alternatives Site Monitor's Signature:



Real Alternatives Vice President's Signature:



REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

SITE MONITORING REPORT - FY 16/17

Site Name: Catholic Social Services of Washtenaw
Address: 4926 Packard Rd, Ann Arbor MI 48108

Site #: 0700MI

Director: Julie Payne

Service Area: Washtenaw County

Date of Monitoring: 9/5/2017

Monitoring Conducted By: Mary W. Kelkis, Services Coordinator

I. Corporate Administration

- A. General Observations: Corporate records, program records, policies, procedures, staff training, staff clearances, client service issues, and spiritual counseling procedures were reviewed and found to be in compliance according to the contractual requirements of the MI Pregnancy and Parenting Support Services Program.
- B. Deficiencies: None
- B. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

II. Program Profile

- A. General Observations: Counseling topics, programs, core services, referrals, pregnancy testing, educational materials, licensing/certifications and site-specific information and hotline accessibility were reviewed and found to be in compliance.
- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

III. Facility

- A. General Observations: All counseling areas, office space, lavatories, safety features, equipment, inventory and pantry/storage areas were inspected and found to be in compliance.

- B. Deficiencies: None
- C. Corrective Action Recommended/Taken: N/A
- D. Special Comments: None

IV. Compliance Worksheets

- C. General Observations: Reimbursement compliance worksheets indicate that service provider submitted for and was appropriately reimbursed for dates of service reviewed. Reimbursement Compliance Worksheets indicate that the client forms reviewed at this site were completed appropriately. There were no Spiritual Counseling Request Forms (SCRF) to be reviewed at this time.
- D. Deficiencies: None
- E. Corrective Action Recommended/Taken: N/A
- F. Special Comments: None

V. Conclusion

Catholic Social Services of Washtenaw is located in a professional building along Packard Road in Ann Arbor. The counseling rooms are beautifully furnished and private. The waiting area is inviting and cheerful. Counselors are all degreed and give compassionate care to the clients. The following client story shows the wonderful work done at this site.

It was wintertime of 2016 when Kate first came to see me. She was receiving counseling in our Behavioral Health Program for her PTSD and had just discovered she was pregnant. Her therapist was ending her time at the agency and Kate agreed to come over to our Pregnancy Counseling Department and speak with me.

Kate was very emotional and stressed at the news that she was pregnant. She had a long history of very difficult circumstances including domestic violence, drug addiction, and financial struggles. Because of her history, she was separated from the 7 children she had given birth to over the past eighteen years. Her sons were being raised by their father and she had three young daughters who were removed by CPS and adopted through foster care due to her addiction and the domestic violence.

Kate was struggling to find any way to find hope in this pregnancy, although her greatest desire was to be able to mother her children and she constantly suffered at having to be apart from them. She even considered terminating the pregnancy because she could not stand the thought of going through the process of losing another child to the foster care system.

But Kate did have reasons to hope. She has been in recovery from her addiction since 2014 and has made significant gains in her life by reaching out for therapy and trying to

take better care of herself. Her partner went through domestic violence intervention services, and they have maintained a violence free home for years with safety plans in place should old patterns resurface. I told her there were no guarantees with Child Protective Services, but that there was a possibility that, given her life changes, they would allow her to try to parent this child. I explained how our program has helped women in similar situations to successfully parent after losing their rights to previous children. I gave her counseling about open adoption to have as an alternate plan, where she could choose a family and remain in contact with the child over the child's life.

Kate worked very hard to prepare for parenting throughout her entire pregnancy. Although none of it was ever easy, she received regular prenatal care, maintained housing, went to a work program, and received counseling and parenting services through our program. In the early fall, she gave birth to a beautiful baby girl, "Chloe." Child Protective Services did have to be involved due to her history, but they allowed her to take Chloe home with a parenting plan. Within a few months, they closed her case!

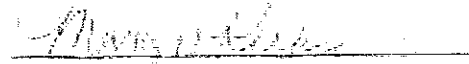
Kate realized her dream of being able to parent her child and Chloe's father is positively involved as well. She continues to receive counseling and home visits through our program. She still has barriers to overcome but has come such a long way! Chloe is meeting all of her milestones and is a very happy and adventurous baby. Kate is even working to build better relationships with her other children to whom she has access. I am very proud of Kate for grasping onto a little bit of hope and working so hard to achieve her goals.

REAL ALTERNATIVES
Pregnancy and Parenting Support Services Program

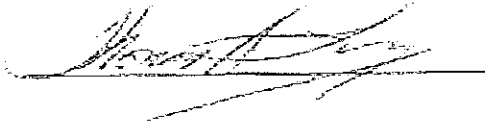
SITE MONITORING REPORT
SIGNATURE PAGE

Site Monitoring Report Submitted By: Mary W. Kelkis, Services Coordinator
Site Name & #: CSS Washtenaw, 0700MI
Date of Report: 9/27/2017
Corrective Action Recommended/Taken: N/A
Date of Corrective Action: N/A
Corrective Action Confirmed By: N/A

Real Alternatives Site Monitor's Signature:



Real Alternatives Vice President's Signature:



**C. Total Grant Funds Expended
Administrative Activities**

**The Michigan Pregnancy and Parenting Support Services Program Expended on
Grantee's Administrative Activities
October, 2013 - September, 2017**

YTD from Sep-16	\$	155,963.30
October-16		4,609.38
November-16		3,384.16
December-16		4,716.91
January-17		7,743.62
February-17		4,645.64
March-17		2,815.57
April-17		3,185.42
May-17		5,727.85
June-17		6,820.72
July-17		2,726.50
August-17		9,411.67
September-17		10,341.36
	\$	<u>222,092.10</u>

II. Quarterly Statistical Report Total Services

A. Clients by Age

- **Total**
- **Client Type**
- **Race and Client Type**
- **Ethnicity**

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	2	1	1	1	0	0	5
Berrien	1	52	69	55	19	9	2	1	208
Calhoun	0	0	0	1	0	0	0	0	1
Cass	0	17	33	12	9	1	0	0	72
Clinton	0	0	0	0	1	0	0	0	1
Emmet	0	0	0	1	0	0	0	0	1
Houghton	0	1	0	0	0	0	0	0	1
Iron	0	0	0	0	1	0	0	0	1
Kalamazoo	0	37	37	24	18	9	1	0	126
Kent	0	4	7	3	2	0	0	0	16
Lake	0	0	0	1	0	0	0	0	1
Macomb	0	8	12	14	8	2	2	0	46
Mecosta	0	0	1	0	0	0	0	0	1
Monroe	0	0	0	1	0	1	0	0	2
Muskegon	0	3	3	1	0	0	0	0	7
Newaygo	0	0	0	1	0	0	0	0	1
Oakland	0	1	7	7	4	0	1	1	21
Ottawa	0	1	1	0	0	0	0	0	2
Saint Clair	0	0	0	1	1	0	1	0	3
Saint Joseph	0	1	0	0	0	0	0	0	1
Van Buren	0	1	2	1	0	0	0	0	4
Washtenaw	0	2	2	3	2	4	0	0	13
Wayne	2	35	81	64	47	24	9	6	268
GrandTotals:	3	163	257	191	113	51	16	8	802

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Pregnant - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	1	1	1	0	0	0	3
Berrien	1	34	51	40	17	8	2	1	154
Calhoun	0	0	0	1	0	0	0	0	1
Cass	0	10	27	9	6	0	0	0	52
Emmet	0	0	0	1	0	0	0	0	1
Houghton	0	1	0	0	0	0	0	0	1
Iron	0	0	0	0	1	0	0	0	1
Kalamazoo	0	18	17	15	8	7	1	0	66
Kent	0	0	6	3	0	0	0	0	9
Macomb	0	4	6	9	3	1	1	0	24
Mecosta	0	0	1	0	0	0	0	0	1
Monroe	0	0	0	1	0	1	0	0	2
Muskegon	0	3	1	0	0	0	0	0	4
Newaygo	0	0	0	1	0	0	0	0	1
Oakland	0	0	4	5	3	0	0	0	12
Ottawa	0	1	0	0	0	0	0	0	1
Saint Clair	0	0	0	1	0	0	0	0	1
Saint Joseph	0	1	0	0	0	0	0	0	1
Van Buren	0	1	2	0	0	0	0	0	3
Washtenaw	0	1	2	1	1	0	0	0	5
Wayne	1	27	64	44	36	12	7	0	191
GrandTotals:	2	101	182	132	76	29	11	1	534

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Parent - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	1	0	0	1	0	0	2
Berrien	0	7	13	7	2	1	0	0	30
Cass	0	1	4	3	2	1	0	0	11
Clinton	0	0	0	0	1	0	0	0	1
Kalamazoo	0	17	18	9	9	2	0	0	55
Kent	0	3	1	0	2	0	0	0	6
Lake	0	0	0	1	0	0	0	0	1
Macomb	0	3	6	5	5	1	0	0	20
Muskegon	0	0	1	1	0	0	0	0	2
Oakland	0	0	3	2	1	0	1	1	8
Ottawa	0	0	1	0	0	0	0	0	1
Saint Clair	0	0	0	0	1	0	1	0	2
Van Buren	0	0	0	1	0	0	0	0	1
Washtenaw	0	1	0	2	1	4	0	0	8
Wayne	1	3	16	17	10	11	1	3	62
GrandTotals:	1	35	64	48	34	21	3	4	210

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Non-Preg - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	11	5	8	0	0	0	0	24
Cass	0	6	2	0	1	0	0	0	9
Kalamazoo	0	2	2	0	1	0	0	0	5
Kent	0	1	0	0	0	0	0	0	1
Macomb	0	1	0	0	0	0	1	0	2
Muskegon	0	0	1	0	0	0	0	0	1
Oakland	0	1	0	0	0	0	0	0	1
Wayne	0	5	1	3	1	1	1	3	15
GrandTotals:	0	27	11	11	3	1	2	3	58

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Pregnant - Asian - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	0	2	1	0	0	0	4
Macomb	0	0	1	0	0	1	0	0	2
Oakland	0	0	1	0	0	0	0	0	1
Wayne	0	0	0	0	1	0	0	0	1
GrandTotals:	0	1	2	2	2	1	0	0	8

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Parent - Asian - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	0	0	0	1	0	0	0	1
Macomb	0	0	1	1	0	0	0	0	2
GrandTotals:	0	0	1	1	1	0	0	0	3

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Non-Preg - Asian - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Cass	0	1	0	0	0	0	0	0	1
GrandTotals:	0	1	0	0	0	0	0	0	1

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Pregnant - African American - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	1	6	7	3	2	4	0	1	24
Cass	0	0	1	0	0	0	0	0	1
Kalamazoo	0	8	8	4	2	1	1	0	24
Kent	0	0	4	0	0	0	0	0	4
Macomb	0	3	3	7	3	0	0	0	16
Muskegon	0	3	0	0	0	0	0	0	3
Oakland	0	0	2	3	0	0	0	0	5
Washtenaw	0	0	2	0	0	0	0	0	2
Wayne	1	23	56	34	30	7	5	0	156
GrandTotals:	2	43	83	51	37	12	6	1	235

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Parent - African American - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	0	0	0	1	0	0	1
Berrien	0	1	4	2	0	0	0	0	7
Kalamazoo	0	9	8	3	4	1	0	0	25
Kent	0	1	0	0	0	0	0	0	1
Macomb	0	2	2	2	3	0	0	0	9
Muskegon	0	0	1	1	0	0	0	0	2
Oakland	0	0	2	1	0	0	0	0	3
Ottawa	0	0	1	0	0	0	0	0	1
Washtenaw	0	1	0	1	0	0	0	0	2
Wayne	1	1	6	9	8	7	0	0	32
GrandTotals:	1	15	24	19	15	9	0	0	83

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Non-Preg - African American - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	3	1	2	0	0	0	0	6
Kalamazoo	0	0	0	0	1	0	0	0	1
Macomb	0	1	0	0	0	0	1	0	2
Muskegon	0	0	1	0	0	0	0	0	1
Wayne	0	2	0	2	1	1	1	3	10
GrandTotals:	0	6	2	4	2	1	2	3	20

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Pregnant - Multi Racial - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	2	1	0	0	0	0	0	3
Cass	0	0	0	0	1	0	0	0	1
Kalamazoo	0	3	2	0	1	0	0	0	6
Macomb	0	0	0	1	0	0	0	0	1
Oakland	0	0	0	1	0	0	0	0	1
Van Buren	0	1	0	0	0	0	0	0	1
Wayne	0	0	1	2	1	2	0	0	6
GrandTotals:	0	6	4	4	3	2	0	0	19

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Parent - Multi Racial - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	0	1	0	0	1	0	0	2
Cass	0	0	1	0	0	0	0	0	1
Kalamazoo	0	3	5	0	1	0	0	0	9
Oakland	0	0	0	0	0	0	1	0	1
Wayne	0	0	0	0	0	0	0	1	1
GrandTotals:	0	3	7	0	1	1	1	1	14

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Non-Preg - Multi Racial - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	0	0	0	0	0	0	1
Kalamazoo	0	0	1	0	0	0	0	0	1
Wayne	0	1	1	0	0	0	0	0	2
GrandTotals:	0	2	2	0	0	0	0	0	4

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Pregnant - Native American - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	0	0	0	0	0	0	1
Cass	0	0	0	1	0	0	0	0	1
Emmet	0	0	0	1	0	0	0	0	1
Iron	0	0	0	0	1	0	0	0	1
GrandTotals:	0	1	0	2	1	0	0	0	4

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Parent - Native American - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Kent	0	0	1	0	0	0	0	0	1
Washtenaw	0	0	0	1	0	0	0	0	1
GrandTotals:	0	0	1	1	0	0	0	0	2

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Non-Preg - Native American - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	0	0	0	0	0	0	1
Cass	0	1	0	0	0	0	0	0	1
GrandTotals:	0	2	0	0	0	0	0	0	2

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Pregnant - White - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	1	1	1	0	0	0	3
Berrien	0	24	43	35	14	4	2	0	122
Calhoun	0	0	0	1	0	0	0	0	1
Cass	0	10	24	7	5	0	0	0	46
Houghton	0	1	0	0	0	0	0	0	1
Kalamazoo	0	7	5	10	5	6	0	0	33
Kent	0	0	2	3	0	0	0	0	5
Macomb	0	1	1	0	0	0	1	0	3
Mecosta	0	0	1	0	0	0	0	0	1
Monroe	0	0	0	0	0	1	0	0	1
Muskegon	0	0	1	0	0	0	0	0	1
Newaygo	0	0	0	1	0	0	0	0	1
Oakland	0	0	0	0	3	0	0	0	3
Ottawa	0	1	0	0	0	0	0	0	1
Saint Clair	0	0	0	1	0	0	0	0	1
Saint Joseph	0	1	0	0	0	0	0	0	1
Van Buren	0	0	1	0	0	0	0	0	1
Washtenaw	0	1	0	1	1	0	0	0	3
Wayne	0	2	6	2	3	2	2	0	17
GrandTotals:	0	48	85	62	32	13	5	0	245

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Parent - White - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	1	0	0	0	0	0	1
Berrien	0	6	8	5	1	0	0	0	20
Cass	0	1	3	3	2	1	0	0	10
Kalamazoo	0	5	4	6	4	1	0	0	20
Kent	0	2	0	0	1	0	0	0	3
Lake	0	0	0	1	0	0	0	0	1
Macomb	0	1	1	0	2	1	0	0	5
Oakland	0	0	0	1	1	0	0	1	3
Saint Clair	0	0	0	0	1	0	1	0	2
Van Buren	0	0	0	1	0	0	0	0	1
Washtenaw	0	0	0	0	1	4	0	0	5
Wayne	0	2	6	5	1	3	0	2	19
GrandTotals:	0	17	23	22	14	10	1	3	90

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Non-Preg - White - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	5	4	6	0	0	0	0	15
Cass	0	3	2	0	1	0	0	0	6
Kalamazoo	0	2	1	0	0	0	0	0	3
Kent	0	1	0	0	0	0	0	0	1
Oakland	0	1	0	0	0	0	0	0	1
Wayne	0	2	0	0	0	0	0	0	2
GrandTotals:	0	14	7	6	1	0	0	0	28

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Pregnant - Unknown - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Cass	0	0	2	1	0	0	0	0	3
Kalamazoo	0	0	2	1	0	0	0	0	3
Macomb	0	0	1	1	0	0	0	0	2
Monroe	0	0	0	1	0	0	0	0	1
Oakland	0	0	1	1	0	0	0	0	2
Van Buren	0	0	1	0	0	0	0	0	1
Wayne	0	2	1	6	1	1	0	0	11
GrandTotals:	0	2	8	11	1	1	0	0	23

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Parent - Unknown - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Clinton	0	0	0	0	1	0	0	0	1
Kalamazoo	0	0	1	0	0	0	0	0	1
Kent	0	0	0	0	1	0	0	0	1
Macomb	0	0	2	2	0	0	0	0	4
Oakland	0	0	1	0	0	0	0	0	1
Wayne	0	0	4	3	1	1	1	0	10
GrandTotals:	0	0	8	5	3	1	1	0	18

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Non-Preg - Unknown - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	0	0	0	0	0	0	1
Cass	0	1	0	0	0	0	0	0	1
Wayne	0	0	0	1	0	0	0	0	1
GrandTotals:	0	2	0	1	0	0	0	0	3

**Real Alternatives
Michigan Pregnancy and Parenting Support Services**

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Pregnant - Hispanic - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	1	0	0	0	0	0	1
Berrien	0	2	3	1	0	0	0	0	6
Cass	0	0	1	0	0	0	0	0	1
Iron	0	0	0	0	1	0	0	0	1
Kalamazoo	0	1	2	0	1	0	0	0	4
Monroe	0	0	0	1	0	0	0	0	1
Saint Clair	0	0	0	1	0	0	0	0	1
Van Buren	0	0	1	0	0	0	0	0	1
Wayne	0	1	2	4	3	4	0	0	14
GrandTotals:	0	4	10	7	5	4	0	0	30

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Pregnant - Non-Hispanic - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	0	1	1	0	0	0	2
Berrien	1	32	48	39	17	8	2	1	148
Calhoun	0	0	0	1	0	0	0	0	1
Cass	0	10	26	9	6	0	0	0	51
Emmet	0	0	0	1	0	0	0	0	1
Houghton	0	1	0	0	0	0	0	0	1
Kalamazoo	0	17	15	15	7	7	1	0	62
Kent	0	0	6	3	0	0	0	0	9
Macomb	0	4	6	9	3	1	1	0	24
Mecosta	0	0	1	0	0	0	0	0	1
Monroe	0	0	0	0	0	1	0	0	1
Muskegon	0	3	1	0	0	0	0	0	4
Newaygo	0	0	0	1	0	0	0	0	1
Oakland	0	0	4	5	3	0	0	0	12
Ottawa	0	1	0	0	0	0	0	0	1
Saint Joseph	0	1	0	0	0	0	0	0	1
Van Buren	0	1	1	0	0	0	0	0	2
Washtenaw	0	1	2	1	1	0	0	0	5
Wayne	1	26	62	40	33	8	7	0	177
GrandTotals:	2	97	172	125	71	25	11	1	504

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Parent - Hispanic - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	0	1	1	0	0	0	0	2
Cass	0	0	2	1	0	0	0	0	3
Kalamazoo	0	5	2	0	1	0	0	0	8
Kent	0	1	1	0	0	0	0	0	2
Macomb	0	0	1	0	1	0	0	0	2
Wayne	0	0	4	5	0	0	0	1	10
GrandTotals:	0	6	11	7	2	0	0	1	27

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Parent - Non-Hispanic - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	1	0	0	1	0	0	2
Berrien	0	7	12	6	2	1	0	0	28
Cass	0	1	2	2	2	1	0	0	8
Clinton	0	0	0	0	1	0	0	0	1
Kalamazoo	0	12	16	9	8	2	0	0	47
Kent	0	2	0	0	2	0	0	0	4
Lake	0	0	0	1	0	0	0	0	1
Macomb	0	3	5	5	4	1	0	0	18
Muskegon	0	0	1	1	0	0	0	0	2
Oakland	0	0	3	2	1	0	1	1	8
Ottawa	0	0	1	0	0	0	0	0	1
Saint Clair	0	0	0	0	1	0	1	0	2
Van Buren	0	0	0	1	0	0	0	0	1
Washtenaw	0	1	0	2	1	4	0	0	8
Wayne	1	3	12	12	10	11	1	2	52
GrandTotals:	1	29	53	41	32	21	3	3	183

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Non-Preg - Hispanic - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	0	1	0	0	0	0	2
Cass	0	2	0	0	0	0	0	0	2
Wayne	0	1	0	0	0	0	0	0	1
GrandTotals:	0	4	0	1	0	0	0	0	5

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

7/1/2017 - 9/30/2017 Non-Preg - Non-Hispanic - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	10	5	7	0	0	0	0	22
Cass	0	4	2	0	1	0	0	0	7
Kalamazoo	0	2	2	0	1	0	0	0	5
Kent	0	1	0	0	0	0	0	0	1
Macomb	0	1	0	0	0	0	1	0	2
Muskegon	0	0	1	0	0	0	0	0	1
Oakland	0	1	0	0	0	0	0	0	1
Wayne	0	4	1	3	1	1	1	3	14
GrandTotals:	0	23	11	10	3	1	2	3	53

B. Visits by Age

- **Total**
- **Client Type**

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Visits By Age

All Sites

7/1/2017 - 9/30/2017 (InvPd) Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	6	5	3	1	0	0	15
Barry	0	0	0	1	0	0	0	0	1
Berrien	2	116	197	163	73	46	4	2	603
Calhoun	0	0	0	5	0	0	0	0	5
Cass	0	29	57	39	18	2	0	0	145
Clinton	0	0	0	0	1	0	0	0	1
Emmet	0	0	0	2	0	0	0	0	2
Houghton	0	1	0	0	0	0	0	0	1
Iron	0	0	0	0	2	0	0	0	2
Kalamazoo	0	117	103	75	50	32	2	0	379
Kent	0	15	27	5	3	0	0	0	50
Lake	0	0	0	5	0	0	0	0	5
Macomb	0	16	36	31	19	2	2	0	106
Mecosta	0	0	7	0	0	0	0	0	7
Monroe	0	0	0	1	0	1	0	0	2
Muskegon	0	9	6	6	0	0	0	0	21
Newaygo	0	0	0	2	0	0	0	0	2
Oakland	0	1	10	7	5	0	3	5	31
Ottawa	0	8	6	0	0	0	0	0	14
Saint Clair	0	0	0	1	1	0	2	0	4
Saint Joseph	0	4	0	0	0	0	0	0	4
Van Buren	0	10	3	4	0	0	0	0	17
Washtenaw	0	16	5	9	8	20	0	0	58
Wayne	2	49	162	142	111	44	13	6	529
GrandTotals:	4	391	625	503	294	148	26	13	2,004

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Visits By Age

All Sites

7/1/2017 - 9/30/2017 (InvPd) Pregnant - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	4	5	3	0	0	0	12
Berrien	2	90	141	117	71	43	4	2	470
Calhoun	0	0	0	5	0	0	0	0	5
Cass	0	21	46	34	15	0	0	0	116
Emmet	0	0	0	2	0	0	0	0	2
Houghton	0	1	0	0	0	0	0	0	1
Iron	0	0	0	0	2	0	0	0	2
Kalamazoo	0	51	47	47	33	26	2	0	206
Kent	0	9	16	5	1	0	0	0	31
Macomb	0	10	17	25	3	1	1	0	57
Mecosta	0	0	7	0	0	0	0	0	7
Monroe	0	0	0	1	0	1	0	0	2
Muskegon	0	9	4	0	0	0	0	0	13
Newaygo	0	0	0	2	0	0	0	0	2
Oakland	0	0	6	5	4	0	0	0	15
Ottawa	0	8	2	0	0	0	0	0	10
Saint Clair	0	0	0	1	0	0	0	0	1
Saint Joseph	0	4	0	0	0	0	0	0	4
Van Buren	0	10	3	0	0	0	0	0	13
Washtenaw	0	4	5	6	4	2	0	0	21
Wayne	1	40	133	112	94	27	10	0	417
GrandTotals:	3	257	431	367	230	100	17	2	1,407

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Visits By Age

All Sites

7/1/2017 - 9/30/2017 (InvPd) Parent - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Allegan	0	0	2	0	0	1	0	0	3
Barry	0	0	0	1	0	0	0	0	1
Berrien	0	15	51	38	2	3	0	0	109
Cass	0	1	9	5	2	2	0	0	19
Clinton	0	0	0	0	1	0	0	0	1
Kalamazoo	0	64	53	28	16	6	0	0	167
Kent	0	5	11	0	2	0	0	0	18
Lake	0	0	0	5	0	0	0	0	5
Macomb	0	5	19	6	16	1	0	0	47
Muskegon	0	0	1	6	0	0	0	0	7
Oakland	0	0	4	2	1	0	3	5	15
Ottawa	0	0	4	0	0	0	0	0	4
Saint Clair	0	0	0	0	1	0	2	0	3
Van Buren	0	0	0	4	0	0	0	0	4
Washtenaw	0	12	0	3	4	18	0	0	37
Wayne	1	4	28	27	16	16	2	3	97
GrandTotals:	1	106	182	125	61	47	7	8	537

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Visits By Age

All Sites

7/1/2017 - 9/30/2017 (InvPd) Non-Preg - Total

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	11	5	8	0	0	0	0	24
Cass	0	7	2	0	1	0	0	0	10
Kalamazoo	0	2	3	0	1	0	0	0	6
Kent	0	1	0	0	0	0	0	0	1
Macomb	0	1	0	0	0	0	1	0	2
Muskegon	0	0	1	0	0	0	0	0	1
Oakland	0	1	0	0	0	0	0	0	1
Wayne	0	5	1	3	1	1	1	3	15
GrandTotals:	0	28	12	11	3	1	2	3	60

**C. Type of Counseling/ Referral
Provided by Age**

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Counseling/Referral Summary

All Sites

7/1/2017 - 9/30/2017 (InvPd) Total

Counseling/Referral	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total	
Abortion Risks & Info:	3	36	40	33	24	3	2	0	141	7.04%
Abstinence/Chastity:	1	25	23	14	8	6	3	2	82	4.09%
Abuse (Emotional):	0	8	5	6	1	5	0	0	25	1.25%
Abuse (Physical):	0	4	8	8	2	1	0	0	23	1.15%
Abuse (Sexual):	0	6	7	1	1	0	0	1	16	0.80%
Adoption Education:	2	32	26	16	4	0	1	0	81	4.04%
Anger Management:	0	0	2	0	1	5	0	0	8	0.40%
Breastfeeding:	1	25	65	58	24	14	2	0	189	9.43%
Child Care:	0	40	59	53	23	13	2	2	192	9.58%
Childbirth Issues:	1	30	72	53	32	17	3	0	208	10.38%
Decision Making:	2	67	54	33	14	16	3	1	190	9.48%
Depression:	0	17	16	10	12	3	0	0	58	2.89%
Drug/Alcohol:	0	15	17	12	6	6	0	1	57	2.84%
Education:	3	94	71	39	15	11	3	0	236	11.78%
Family Spt: -Birth Father	0	3	3	1	1	0	0	0	8	0.40%
Family Spt: -Boyfriend	0	3	7	0	0	0	0	0	10	0.50%
Family Spt: -Father	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Foster Parent	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Grandparent	0	0	7	0	0	0	0	0	7	0.35%
Family Spt: -Husband	0	0	2	0	1	1	0	0	4	0.20%
Family Spt: -Lgl Guardian	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Mother	0	2	1	3	1	0	0	0	7	0.35%
Family Spt: -Sibling	0	0	1	4	0	0	0	0	5	0.25%
Fetal Development:	3	112	139	111	45	15	4	0	429	21.41%
Financial/Job:	0	145	178	107	72	35	9	6	552	27.54%
Grief -Adoption:	0	0	0	0	0	0	0	0	0	0.00%
Grief -Infant Death:	0	0	0	0	0	0	0	0	0	0.00%
Grief -Miscarriage:	0	1	0	0	0	0	0	0	1	0.05%
Housing:	1	137	147	96	55	24	9	2	471	23.50%
Initial Intake:	2	79	112	88	48	17	4	5	355	17.71%
Legal:	0	14	18	25	13	8	3	0	81	4.04%
Life Skills:	0	41	28	29	11	23	1	2	135	6.74%
Medical/Health:	3	138	152	121	62	15	5	1	497	24.80%
Mental Health:	0	6	9	8	4	4	0	1	32	1.60%

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Counseling/Referral Summary

All Sites

7/1/2017 - 9/30/2017 (InvPd) Total

Counseling/Referral	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total	
Nutrition:	0	44	77	56	22	14	4	0	217	10.83%
Other:	1	85	126	68	56	43	8	4	391	19.51%
Pantry Needs:	0	9	17	17	11	15	4	1	74	3.69%
Parenting Skills:	0	109	138	109	43	45	10	5	459	22.90%
Post Delivery Stress:	0	7	24	34	21	7	4	0	97	4.84%
Pregnancy Counseling & Info:	3	93	124	109	48	14	8	2	401	20.01%
Relationship:	2	138	168	124	52	29	10	3	526	26.25%
STD Risks & Information:	1	23	36	29	13	8	2	3	115	5.74%
Stress Management:	0	47	54	54	24	28	6	2	215	10.73%

**D. Classes/ Assistance Provided by
Age**

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Classes Assistance Summary

All Sites

7/1/2017 - 9/30/2017 (InvPd) Total

Class/Assistance	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total	
Chastity Class:	0	6	5	8	2	3	0	0	24	1.20%
Childbirth Class:	0	15	14	38	13	20	0	0	100	4.99%
Parenting Class:	0	91	160	151	92	58	0	3	555	27.69%
Pregnancy Class:	0	11	41	48	34	16	3	0	153	7.63%
Family Support Class:	0	1	38	22	21	3	0	0	85	4.24%
In-House Clothing:	2	114	194	149	88	43	11	8	609	30.39%
In-House Food:	1	84	131	84	37	27	4	5	373	18.61%
In-House Furniture:	1	82	141	104	49	28	4	4	413	20.61%
Pregnancy Test Kit:	1	23	34	20	9	4	4	3	98	4.89%

**E. Hours of Counseling and
Education by Service Provider**

Michigan Pregnancy and Parenting Support Services

Provider Summary Report

7/1/2017 - 9/30/2017 (InvPd) All Funding Sources

	Counsel Time	Referral Time	Chastity Class	Childbth Class	Parent Class	Preg Class	Family Class	Clothing Pantry Visit	Food Pantry Visit	Furn Pantry Visit	Preg Kit	Total
01 Women's Care Center	16,968 \$18,495.12 Total Time:	0 \$0.00 \$18,495.12	2 \$43.60	0 \$0.00	334 \$7,281.20	0 \$0.00 Total Class:	1 \$21.60 \$7,346.60	311 \$3,389.90 Total Pantry:	291 \$3,171.90 Total Pantry:	299 \$3,259.10 \$9,820.90	0 \$0.00	\$35,662.62
02 Catholic Charities/Kalamazoo	12,252 \$13,354.68 Total Time:	0 \$0.00 \$13,354.68	21 \$457.80	100 \$2,180.00	133 \$2,899.40	21 \$457.80 Total Class:	0 \$0.00 \$5,995.00	40 \$436.00 Total Pantry:	8 \$87.20 Total Pantry:	15 \$163.50 \$686.70	11 \$119.90	\$20,156.28
03 Catholic Charities/Southeast MI	10,483 \$11,426.47 Total Time:	0 \$0.00 \$11,426.47	0 \$0.00	0 \$0.00	0 \$0.00	0 \$0.00 Total Class:	0 \$0.00	83 \$904.70 Total Pantry:	47 \$512.30 Total Pantry:	53 \$577.70 \$1,994.70	0 \$0.00	\$13,421.17
04 Catholic Charities West Michigan	9,434 \$10,283.06 Total Time:	200 \$218.00 \$10,501.06	0 \$0.00	0 \$0.00	0 \$0.00	0 \$0.00 Total Class:	0 \$0.00 \$0.00	5 \$54.50 Total Pantry:	4 \$43.60 Total Pantry:	0 \$0.00 \$98.10	2 \$21.80	\$10,620.96
05 Pregnancy Aid	8,056 \$8,781.04 Total Time:	0 \$0.00 \$8,781.04	0 \$0.00	0 \$0.00	69 \$1,504.20	85 \$1,853.00 Total Class:	84 \$1,831.20 \$5,188.40	121 \$1,318.90 Total Pantry:	11 \$119.90 Total Pantry:	39 \$425.10 \$1,863.90	62 \$675.80	\$16,509.14
06 Lennon Pregnancy Center	1,220 \$1,329.80 Total Time:	0 \$0.00 \$1,329.80	1 \$21.80	0 \$0.00	17 \$370.60	44 \$959.20 Total Class:	0 \$0.00 \$1,351.60	47 \$512.30 Total Pantry:	4 \$43.60 Total Pantry:	4 \$43.60 \$599.50	23 \$250.70	\$3,531.60
07 Catholic Social Services Washtenaw County	3,760 \$4,098.40 Total Time:	112 \$122.08 \$4,220.48	0 \$0.00	0 \$0.00	2 \$43.60	3 \$65.40 Total Class:	0 \$0.00 \$109.00	2 \$21.80 Total Pantry:	8 \$87.20 Total Pantry:	3 \$32.70 \$141.70	0 \$0.00	\$4,471.18

Real Alternatives
Michigan Pregnancy and Parenting Support Services
Provider Summary Report
7/1/2017 - 9/30/2017 (InvPd) All Funding Sources

	Counsel Time	Referral Time	Chastity Class	Childbth Class	Parent Class	Preg Class	Family Class	Clothing Pantry Visit	Food Pantry Visit	Furn Pantry Visit	Preg Kit	Total
Grand Totals	62,173 \$67,768.57	312 \$340.08	24 \$523.20	100 \$2,180.00	555 \$12,099.00	153 \$3,335.40	85 \$1,853.00	609 \$6,638.10	373 \$4,065.70	413 \$4,501.70	98 \$1,068.20	
Grand Total Time:	\$68,108.65			Grand Total Class:	\$19,991			Grand Total Pantry:	\$15,206		\$1,068	\$104,372.95

F. Calls Received on Hotline

Real Alternatives
The MI Alternative to Abortion Services Program
Calls By County By Age
7/1/2017 - 9/30/2017

County	State	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Unknown	Total
Other States											
Berrien	MI	0	1	1	0	0	0	0	0	0	2
Branch	MI	0	1	0	0	0	0	0	0	0	1
Genesee	MI	0	0	0	0	0	0	0	0	2	2
Gratiot	MI	0	0	0	0	0	0	0	0	1	1
Kalamazoo	MI	0	0	1	0	0	0	0	0	0	1
Macomb	MI	0	0	0	0	1	0	0	0	0	1
Oakland	MI	0	0	1	0	0	0	0	0	1	2
Ogemaw	MI	0	0	1	0	0	0	0	0	0	1
Unknown	MI	0	0	0	1	0	0	0	0	2	3
Wayne	MI	1	2	1	2	0	0	0	0	6	12
Counties Totals:		1	4	5	3	1	0	0	0	12	26
GrandTotals:		1	4	5	3	1	0	0	0	12	26

**G. Number of Referrals on Hotline
by Service Provider**

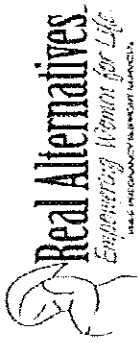
Real Alternatives
The MI Alternative to Abortion Services Program
Calls Referred or Patched By Provider
7/1/2017 - 9/30/2017

Provider	Referral Info	Patches Called	Total
Project Info/Other	8	0	8
Bethany-Kalamazoo	0	1	1
CCSEM Clinton Twp	1	0	1
CCSEM Detroit	1	3	4
CCSEM Royal Oak	1	1	2
Lennon Center	3	3	6
Pregnancy Aid	1	1	2
Women's Care Center Niles	1	1	2
Grand Totals	16	10	26

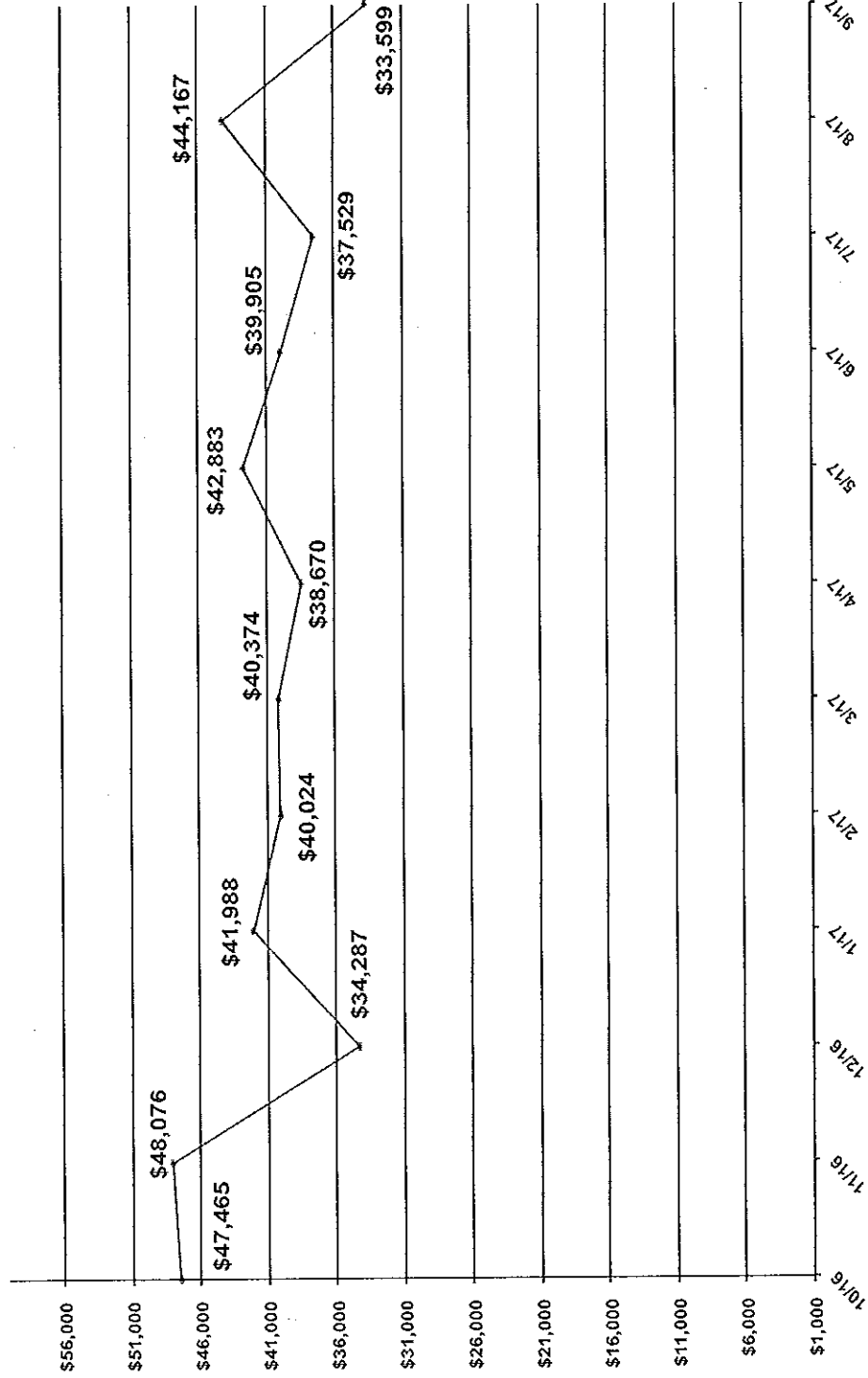
III. Miscellaneous Items

A. Grant Goals and Objectives Status

**B. Service Provider
Reimbursements Per Month**



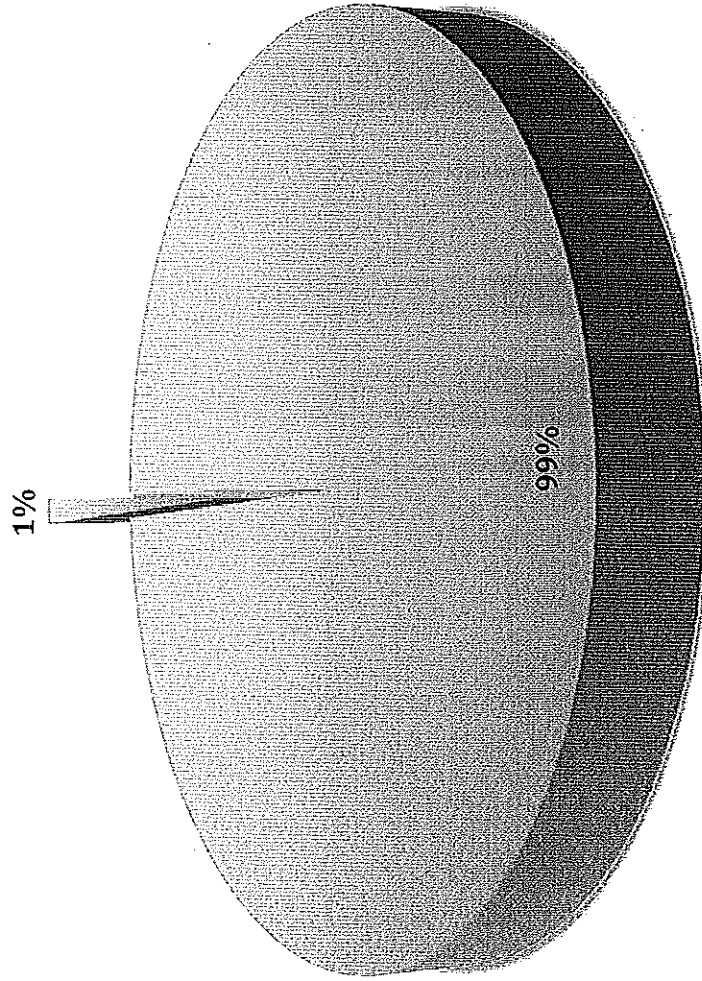
MI Pregnancy and Parenting Support Services Program



Service Provider Reimbursement Per Month

C. Client Outcomes

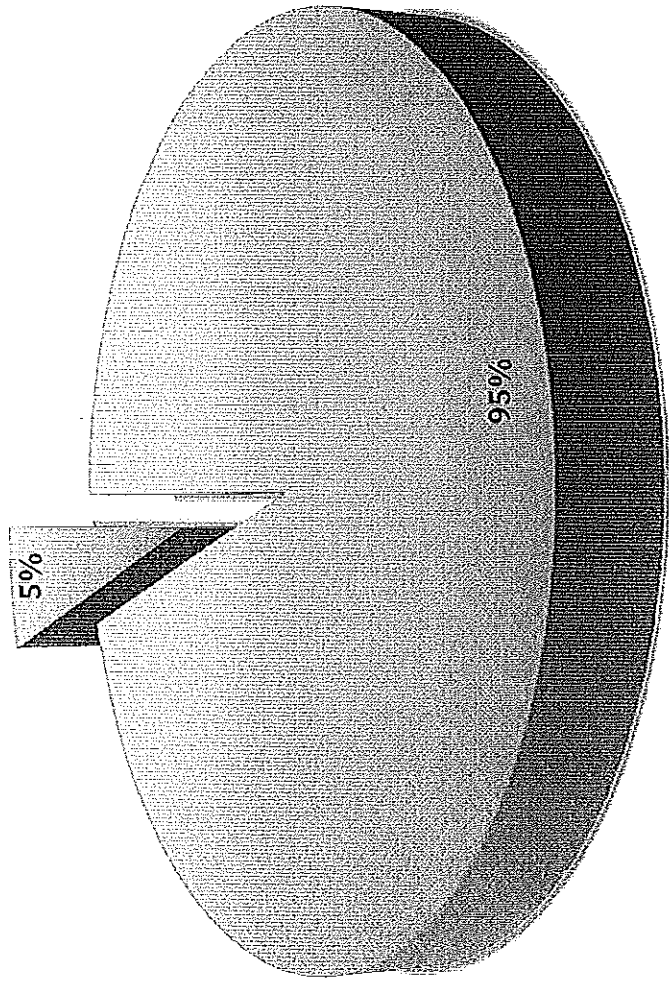
Clients Who Visited and/or Planning a Pre-natal Care Visit



■ Yes ■ No

Reporting: 662 (654 Yes, 8 No) Clients Reported Indicator
From the 802 Total Clients were served this Quarter

Clients with Up to Date Infant Immunizations



■ Yes ■ No

Reporting: 159 (151 Yes, 8 No) Clients Reported Indicator
From the 802 Total Clients were served this Quarter

Real Alternatives

7810 Allentown Blvd, Suite 304

Harrisburg, PA 17112

717-541-1112

EXHIBIT V

Derman, Barbara (DHHS)

From: Kevin I. Bagatta, Esquire <ra-president@comcast.net>
Sent: Tuesday, June 24, 2014 1:00 PM
To: Fink, Brenda (DCH); Derman, Barbara (DCH); Broessel, Kristi (DCH)
Subject: Fast Fact Status Update on Michigan Pregnancy and Parenting Support Program

I thought I would provide you with this information in case you are asked about the status of the program due to the Detroit Press editorial. I thought it prudent to send this to you now instead of waiting to tell you this in our scheduled conference call tomorrow. Given the unfortunate idealogical/political scrutiny the program is coming under, perhaps we need to come up with a quicker method of communication in these instances.

- Michigan Pregnancy and Parenting Support Services Program roll-out is on schedule.
- All tasks were shifted to the right by 3 months due to the delay in contract start – December 23, 2013. Starting in January also caused significant delay due to weather. We in effect have 8 months to perform a 12 month contract.
- Potential Service Providers took 90-120 days to meet our standards – this is typical, not unusual.
- Three Service Providers (with 9 sites) have been approved and are serving clients and billing for the remaining 4 months of the fiscal year.
- Two more Service Providers (with 5 sites) are in varies stages of approval process. We expect them to provide services and bill the last two months of the fiscal year.
- Most admin start-up costs have been incurred (Potential Service Provider contact and training, online billing and demographic collection data base system programmed with specific dedicated computer servers, online

program User's Guide for counselors tailored for Michigan program requirements.)

- Admin start-up is on schedule.
- Counselors have started to provide services and send bills to online system this month.
- Fifteen percent roll-out and admin cost of MI program cheaper than PA and TX roll-out. (This is due cost sharing and contribution of overhead from other Real Alternatives programs.)
- We will meet the contract goal of 10-20 Service Provider sites signed up first fiscal year (even though the contract year only had 9 months.)
- We will most likely meet 2000 clients served first fiscal year (even though the contract year only had 9 months.)

Below is what I had my staff send Laura Berman of the Detroit News days before her article. I was on vacation. Lauren is married to Brian Dickerson the associate editor of the Detroit Free Press. He called late yesterday afternoon and left a message that he needed me to get back to him by 5:00. I was unavailable as I was interviewing for new staff.

From: "Berman, Laura" <LBerman@detroitnews.com>

Date: Wed, 18 Jun 2014 19:16:52 +0000

To: RA-Public <ra-admin@comcast.net>

Subject: RE: Michigan Pregnancy and Parenting Support Services update

Thank you.

Laura Berman

Columnist /The Detroit News

[o] 313.222.2032

[m] 248-821-4316

[@lauraberman/twitter](#)

From: RA-Admin [<mailto:ra-admin@comcast.net>]
Sent: Wednesday, June 18, 2014 3:14 PM
To: Berman, Laura
Subject: Michigan Pregnancy and Parenting Support Services update

Ms. Berman:

Mr. Bagatta asked that I send you this information. He is on vacation and will not be back until next week.

- Though the fiscal year started October 1, 2013, the Michigan Pregnancy and Parenting Support Service Program contract was only signed December 23, 2013.
- Three service providers (with 9 sites) have already signed contracts to provide services and will be providing services through the end of the fiscal year – September 30 (approximately 4 months).
- Two additional service providers (with 5 sites) have just signed up, and assuming they successfully complete our approval process they will most likely be providing services the last two months of the fiscal year.
- Our agreement with DCH has all the specifics about this very successful program we are rolling out in Michigan – I'm sure DCH will give you a copy if you have not already asked for it.

Thank you very much for your interest in this program.

REAL ALTERNATIVES

Kevin I. Bagatta
President & CEO
Real Alternatives
7810 Allentown Blvd. Ste. 304
Harrisburg, PA 17112
717-541-7832

www.RealAlternatives.org
www.LoveFacts.org
www.ConcernedParents.com



Real Alternatives was awarded the Seal of Excellence for successfully completing the Standards of Excellence certification program sponsored by the Pennsylvania Association of Nonprofit Organizations (PANO). This certification identifies Real Alternatives as an ethical and accountable organization dedicated to the highest level of excellence within the nonprofit sector.

EXHIBIT W



Real AlternativesSM

Empowering Women for LifeSM

FREE PREGNANCY SUPPORT SERVICES

Quarterly Status Report

April 1, 2014 through June 30, 2014

**Michigan Pregnancy and
Parenting Support Services
Program**

Quarterly Report Outline

I. Quarterly Administrative Report

A. Significant Project Status

Significant Project Status
April 1, 2014 through June 30, 2014

Program Rollout

In accordance with the Program Description and Work Plan (Attachment E of MDCH Grant Agreement), during the months of April – June, Real Alternatives conducted service provider reviews for four service providers. Three service providers, Catholic Charities of Kalamazoo, Catholic Charities of Southeast Michigan, and Women's Care Center, were approved and signed contracts. The three service providers have a combined total of eight sites providing services with four more sites to be added.

Fifty-eight clients were served during the month of June, forty-nine of which were pregnant, five that were possibly pregnant, and four that were a parent of a child under the age of one.

An additional forty-two potential service providers were invited to participate in the Michigan Pregnancy and Parenting Support Services Program, thus expanding the region north to state route 10.

Real Alternatives conducted a second information session on the review and approval process in Lansing on June 13, 2014. Two potential service providers who met the minimum requirements attended the session to begin the approval process.

Software design and modifications to the Real Alternatives Program and Instruction Design (RAPID) Online Data Collection, Billing, and Reporting System continued for Michigan program requirements.

New Approved Service Providers

Three Service Providers have signed contracts. Three more are in various stages of the RAPID approval process.

Educational Material Purchase

No Report yet.

Advertising Campaign

No Report Yet.

1-888-LIFE-AID Toll-Free Hotline

No Report yet.

Initial Site Monitorings

Eight sites had an initial site visit and are approved for services. Four more in the near future.

Site Monitoring Reviews

No Report yet.

**B. Service Provider Site
Monitorings**

REAL ALTERNATIVES
The MI Pregnancy and Parenting Support Services Program

SITE VISIT REPORT – FY 13/14

Site Name: Women's Care Center, Niles Office
Address: 621 East Main St, Niles, MI 49120
Site #: 0100MI
Director: Ann Manion
Counties Served: Berrien
Date of Remote Video Visit: 4/30/14
Visit Conducted By: Emily McKnight

I. Facility

General Observations: All counseling areas, office space, lavatories, safety features, pantry/storage areas, and insurance coverage were inspected and found to be in compliance.

II. Program Profile

General Observations: Pregnancy testing, educational program and materials, referral relationships, and site-specific information and accessibility were reviewed and found to be in compliance.

III. Corporate Administration

General Observations: Program records, general policies, general procedures, client confidentiality issues, and required on-site corporate records were reviewed and found to be in compliance.

IV. Project Management & Compliance

General Observations: The program and contractual requirements of the Michigan Pregnancy and Parenting Support Services Program have been reviewed and found to be in compliance.

V. Program Highlights

General Observations:

This site is located off one of the main streets running through the city of Niles. It is a beautiful, converted house that provides an easy to locate and welcoming environment for all clients. Their counseling rooms go out of their way to ensure comfortableness and confidentiality. There is a room dedicated to pantry items for the pregnant mom's and their babies. The client clearly comes first to them.

REAL ALTERNATIVES
The MI Pregnancy and Parenting Support Services Program

SITE VISIT REPORT – FY 13/14

Site Name: Catholic Charities, Diocese of Kalamazoo
Address: 1441 S Westnedge Ave. Kalamazoo MI 49008
Site #: 0200
Director: Kerry Williams
Counties Served: Kalamazoo
Date of Remote Video Visit: 4/28/2014
Visit Conducted By: Mary Kelkis

I. Facility

General Observations: All counseling areas, office space, lavatories, safety features, pantry/storage areas, and insurance coverage were inspected. No issues found.

II. Program Profile

General Observations: Pregnancy testing, educational program and materials, referral relationships, and site-specific information and accessibility were reviewed. No issues found.

III. Corporate Administration

General Observations: Program records, general policies, general procedures, client confidentiality issues, and required on-site corporate records were reviewed. No issues found.

IV. Project Management & Compliance

General Observations: The program and contractual requirements of the Michigan Pregnancy and Parenting Support Services Program have been reviewed. No issues found.

V. Program Highlights

General Observations:
The Caring Network is located in a handicap-accessible building along Westnedge Avenue in Kalamazoo, MI. They have an extensive pantry set up and stocked with baby clothing and supplies. Client counseling rooms are welcoming and private. The waiting area is comfortable and has educational materials readily available to the clients.

REAL ALTERNATIVES
The MI Pregnancy and Parenting Support Services Program

SITE VISIT REPORT – FY 13/14

Site Name: Catholic Charities of Southeast Michigan, Auburn Hills
Address: 3300 South Adams Rd, Auburn Hills, MI 48326
Site #: 0300MI
Director: Andrea Foley
Counties Served: Oakland
Date of Remote Video Visit: 6/24/14
Visit Conducted By: Mary Kelkis

I. Facility

General Observations: All counseling areas, office space, lavatories, safety features, pantry/storage areas, and insurance coverage were inspected and no issues found.

II. Program Profile

General Observations: Pregnancy testing, educational program and materials, referral relationships, and site-specific information and accessibility were reviewed and no issues found.

III. Corporate Administration

General Observations: Program records, general policies, general procedures, client confidentiality issues, and required on-site corporate records were reviewed and no issues found.

IV. Project Management & Compliance

General Observations: The program and contractual requirements of the Michigan Pregnancy and Parenting Support Services Program have been reviewed and no issues found.

V. Program Highlights

General Observations:
The Auburn Hills Office is one of CCSEM's 6 approved sites in the southeast region. The Auburn Hill's site is 30 minutes north of Detroit. They are planning on duplicating the Project Hope pregnancy program started at CCSEM's Warren site.

REAL ALTERNATIVES
The MI Pregnancy and Parenting Support Services Program

SITE VISIT REPORT – FY 13/14

Site Name: Catholic Charities of Southeast Michigan, Clinton
Address: 15945 Canal Rd, Clinton Township, MI 48038
Site #: 0301MI
Director: Andrea Foley
Counties Served: Macomb
Date of Visit: 6/12/14
Visit Conducted By: Kevin I. Bagatta, Esq.

I. Facility

General Observations: All counseling areas, office space, lavatories, safety features, pantry/storage areas, and insurance coverage were inspected. No issues found.

II. Program Profile

General Observations: Pregnancy testing, educational program and materials, referral relationships, and site-specific information and accessibility were reviewed. No issues found.

III. Corporate Administration

General Observations: Program records, general policies, general procedures, client confidentiality issues, and required on-site corporate records were reviewed. No issues found.

IV. Project Management & Compliance

General Observations: The program and contractual requirements of the Michigan Pregnancy and Parenting Support Services Program have been reviewed. No issues found.

V. Program Highlights

General Observations:
The Clinton office is one of CCSEM's 6 approved sites in the southeast region. Clinton Township is 45 minutes northeast of Detroit. They are planning on duplicating the Project Hope pregnancy program started at CCSEM's Warren site.

REAL ALTERNATIVES
The MI Pregnancy and Parenting Support Services Program

SITE VISIT REPORT – FY 13/14

Site Name: Catholic Charities of Southeast Michigan, Pontiac
Address: 76 Williams Rd, Pontiac, MI 48341
Site #: 0305MI
Director: Andrea Foley
Counties Served: Oakland
Date of Visit: 6/12/14
Visit Conducted By: Kevin I. Bagatta, Esq.

I. Facility

General Observations: All counseling areas, office space, lavatories, safety features, pantry/storage areas, and insurance coverage were inspected. No issues found.

II. Program Profile

General Observations: Pregnancy testing, educational program and materials, referral relationships, and site-specific information and accessibility were reviewed. No issues found.

III. Corporate Administration

General Observations: Program records, general policies, general procedures, client confidentiality issues, and required on-site corporate records were reviewed. No issues found.

IV. Project Management & Compliance

General Observations: The program and contractual requirements of the Michigan Pregnancy and Parenting Support Services Program have been reviewed. No issues found.

V. Program Highlights

General Observations:

The Pontiac Office is one of CCSEM's 6 approved sites in the southeast region. Pontiac has a large Hispanic population and has multiple bilingual counselors in order to better meet the needs of the community. Beyond providing pregnancy and parenting support, they also provide entrepreneurial programs for their clients to learn trade and business skills. They believe to a holistic approach to client management.

REAL ALTERNATIVES
The MI Pregnancy and Parenting Support Services Program

SITE VISIT REPORT – FY 13/14

Site Name: Catholic Charities of Southeast Michigan, Royal Oak

Address: 1424 East 11 Mile Rd, Royal Oak, MI 48067

Site #: 0307MI

Director: Andrea Foley

Counties Served: Oakland

Date of Visit: 6/12/14

Visit Conducted By: Kevin I. Bagatta, Esq.

I. Facility

General Observations: All counseling areas, office space, lavatories, safety features, pantry/storage areas, and insurance coverage were inspected. No issues found.

II. Program Profile

General Observations: Pregnancy testing, educational program and materials, referral relationships, and site-specific information and accessibility were reviewed. No issues found.

III. Corporate Administration

General Observations: Program records, general policies, general procedures, client confidentiality issues, and required on-site corporate records were reviewed. No issues found.

IV. Project Management & Compliance

General Observations: The program and contractual requirements of the Michigan Pregnancy and Parenting Support Services Program have been reviewed. No issues found.

V. Program Highlights

General Observations:

The Royal Oak Office is one of CCSEM's 6 approved sites in the southeast region. Royal Oak is located northwest of the city of Detroit. They use digital pregnancy test kits in order to provide clear results with their clients. They recently renovated the restroom for the pregnancy testing in order to make it a welcoming environment for potentially pregnant clients.

REAL ALTERNATIVES
The MI Pregnancy and Parenting Support Services Program

SITE VISIT REPORT – FY 13/14

Site Name: Catholic Charities of Southeast Michigan, Warren Office
Address: 26238 Ryan Road, Warren, MI 48089
Site #: 0309MI
Director: Andrea Foley
Counties Served: Macomb
Date of Visit: 6/12/14
Visit Conducted By: Kevin I. Bagatta, Esq.

I. Facility

General Observations: All counseling areas, office space, lavatories, safety features, pantry/storage areas, and insurance coverage were inspected. No issues found.

II. Program Profile

General Observations: Pregnancy testing, educational program and materials, referral relationships, and site-specific information and accessibility were reviewed. No issues found.

III. Corporate Administration

General Observations: Program records, general policies, general procedures, client confidentiality issues, and required on-site corporate records were reviewed. No issues found.

IV. Project Management & Compliance

General Observations: The program and contractual requirements of the Michigan Pregnancy and Parenting Support Services Program have been reviewed. No issues found.

V. Program Highlights

General Observations:
The Warren Office is one of CCSEM's 6 approved sites in the southeast region. Warren is located north of the city of Detroit. They use digital pregnancy test kits in order provide their clients with clear results. The Warren office was the first office to be providing CCSEM's Project Hope Pregnancy Program.

REAL ALTERNATIVES
The MI Pregnancy and Parenting Support Services Program

SITE VISIT REPORT – FY 13/14

Site Name: Catholic Charities of Southeast Michigan, Waterford
Address: 6637 Highland Rd, Waterford, MI 48327
Site #: 0310MI
Director: Andrea Foley
Counties Served: Oakland
Date of Visit: 6/12/14
Visit Conducted By: Kevin I. Bagatta, Esq.

I. Facility

General Observations: All counseling areas, office space, lavatories, safety features, pantry/storage areas, and insurance coverage were inspected. No issues found.

II. Program Profile

General Observations: Pregnancy testing, educational program and materials, referral relationships, and site-specific information and accessibility were reviewed. No issues found.

III. Corporate Administration

General Observations: Program records, general policies, general procedures, client confidentiality issues, and required on-site corporate records were reviewed. No issues found.

IV. Project Management & Compliance

General Observations: The program and contractual requirements of the Michigan Pregnancy and Parenting Support Services Program have been reviewed. No issues found.

V. Program Highlights

General Observations:
The Waterford Office is one of CCSEM's 6 approved sites in the southeast region. Waterford is located 45 minutes northwest of the city of Detroit. They are planning on duplicating the Project Hope pregnancy program started at CCSEM's Warren site.

**C. Total Grant
Funds Expended
Administrative Activities**

Real Alternatives
Michigan Pregnancy and Parenting Support Services Program
Total Grant Funds Expended on Greantee's Administrative Activities
October 2013 - June 2014

October-13	\$	2,332.90
November-13		2,620.54
December-13		1,593.45
January-14		7,614.94
February-14		7,046.83
March-14		8,133.59
April-14		2,766.42
May-14		4,461.37
June-14		10,679.39

	<u>\$</u>	<u>47,249.43</u>
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II. Quarterly Statistical Report Total Services

A. Clients by Age—Total

- . Non-pregnant**
- . Pregnant**
- . Parenting**

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

4/1/2014 - 6/30/2014 Poss Preg - All Funding Sources

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	2	0	0	1	0	0	1	4
Cass	0	0	1	0	0	0	0	0	1
GrandTotals:	0	2	1	0	1	0	0	1	5

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

4/1/2014 - 6/30/2014 Pregnant - All Funding Sources

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	6	8	4	1	1	0	0	20
Calhoun	0	1	0	0	0	0	0	0	1
Cass	0	2	2	2	1	2	0	0	9
Kalamazoo	0	9	4	5	1	0	0	0	19
GrandTotals:	0	18	14	11	3	3	0	0	49

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

4/1/2014 - 6/30/2014 Parent - All Funding Sources

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	2	1	0	0	0	0	4
GrandTotals:	0	1	2	1	0	0	0	0	4

A. Clients by Age, Race:

White

- . Non-pregnant**
- . Pregnant**
- . Parenting**

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

4/1/2014 - 6/30/2014 Poss Preg - White - All Funding Sources

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	0	0	0	0	0	1	2
Cass	0	0	1	0	0	0	0	0	1
GrandTotals:	0	1	1	0	0	0	0	1	3

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

4/1/2014 - 6/30/2014 Pregnant - White - All Funding Sources

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	6	7	3	1	1	0	0	18
Calhoun	0	1	0	0	0	0	0	0	1
Cass	0	2	2	1	1	2	0	0	8
Kalamazoo	0	1	0	1	1	0	0	0	3
GrandTotals:	0	10	9	5	3	3	0	0	30

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

4/1/2014 - 6/30/2014 Parent - White - All Funding Sources

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	1	1	0	0	0	0	3
GrandTotals:	0	1	1	1	0	0	0	0	3

A. Clients by Age, Race:
African American
 . Non-pregnant
 . Pregnant
 . Parenting

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

4/1/2014 - 6/30/2014 Poss Preg - African American - All Funding Sources

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	0	0	1	0	0	0	2
GrandTotals:	0	1	0	0	1	0	0	0	2

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

4/1/2014 - 6/30/2014 Pregnant - African American - All Funding Sources

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	0	1	1	0	0	0	0	2
Cass	0	0	0	1	0	0	0	0	1
Kalamazoo	0	8	4	4	0	0	0	0	16
Grand Totals:	0	8	5	6	0	0	0	0	19

A. Clients by Age, Race:
Native American
 . Non-pregnant
 . Pregnant
 . Parenting

A. Clients by Age, Race:

Asian

- . Non-pregnant**
- . Pregnant**
- . Parenting**

A. Clients by Age, Race:

- Multi-racial**
- . Non-pregnant**
- . Pregnant**
- . Parenting**

A. Clients by Age, Race:

Unknown

- . Non-pregnant**
- . Pregnant**
- . Parenting**

A. Clients by Age, Ethnicity:

Hispanic

- . Non-pregnant**
- . Pregnant**
- . Parenting**

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

4/1/2014 - 6/30/2014 Pregnant - Hispanic - All Funding Sources

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	0	0	0	0	0	0	1
Cass	0	0	0	0	0	1	0	0	1
GrandTotals:	0	1	0	0	0	1	0	0	2

- A. Clients by Age, Ethnicity:**
- non-Hispanic**
 - . Non-pregnant**
 - . Pregnant**
 - . Parenting**

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

4/1/2014 - 6/30/2014 Poss Preg - Non-Hispanic - All Funding Sources

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	2	0	0	1	0	0	1	4
Cass	0	0	1	0	0	0	0	0	1
GrandTotals:	0	2	1	0	1	0	0	1	5

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

4/1/2014 - 6/30/2014 Pregnant - Non-Hispanic - All Funding Sources

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	5	8	4	1	1	0	0	19
Calhoun	0	1	0	0	0	0	0	0	1
Cass	0	2	2	2	1	1	0	0	8
Kalamazoo	0	9	4	5	1	0	0	0	19
GrandTotals:	0	17	14	11	3	2	0	0	47

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Clients By Age

All Sites

4/1/2014 - 6/30/2014 Parent - Non-Hispanic - All Funding Sources

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	2	1	0	0	0	0	4
GrandTotals:	0	1	2	1	0	0	0	0	4

B. Visits by Age— Total

- . Non-pregnant**
- . Pregnant**
- . Parenting**

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Visits By Age

All Sites

4/1/2014 - 6/30/2014 Poss Preg - All Funding Sources

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	2	0	0	1	0	0	1	4
Cass	0	0	1	0	0	0	0	0	1
GrandTotals:	0	2	1	0	1	0	0	1	5

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Visits By Age

All Sites

4/1/2014 - 6/30/2014 Pregnant - All Funding Sources

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	10	8	6	1	1	0	0	26
Calhoun	0	1	0	0	0	0	0	0	1
Cass	0	2	2	2	2	2	0	0	10
Kalamazoo	0	9	4	5	1	0	0	0	19
GrandTotals:	0	22	14	13	4	3	0	0	56

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Visits By Age

All Sites

4/1/2014 - 6/30/2014 Parent - All Funding Sources

County	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total
Berrien	0	1	2	3	0	0	0	0	6
GrandTotals:	0	1	2	3	0	0	0	0	6

**C. Type of Counseling /
Referral Provided
by Age**

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Counseling/Referral Client Summary

All Sites

4/1/2014 - 6/30/2014 All Funding Sources

Counseling/Referral	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total	
Abortion Risks & Info:	0	2	7	3	1	0	0	1	14	24.14%
Abstinence/Chastity:	0	2	0	0	0	0	0	1	3	5.17%
Abuse (Emotional):	0	0	1	0	0	0	0	0	1	1.72%
Abuse (Physical):	0	1	1	1	0	0	0	0	3	5.17%
Abuse (Sexual):	0	0	0	0	0	0	0	0	0	0.00%
Adoption Education:	0	6	8	4	1	0	0	0	19	32.76%
Anger Management:	0	0	0	1	0	0	0	0	1	1.72%
Breastfeeding:	0	7	5	3	1	0	0	0	16	27.59%
Child Care:	0	5	4	4	0	0	0	0	13	22.41%
Childbirth Issues:	0	1	2	1	0	0	0	0	4	6.90%
Decision Making:	0	11	4	5	2	0	0	0	22	37.93%
Depression:	0	8	3	5	0	0	0	0	16	27.59%
Drug/Alcohol:	0	3	3	2	3	0	0	0	11	18.97%
Education:	0	9	8	6	2	0	0	0	25	43.10%
Family Spt: -Birth Father	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Boyfriend	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Father	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Foster Parent	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Grandparent	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Husband	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Lgl Guardian	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Mother	0	0	0	0	0	0	0	0	0	0.00%
Family Spt: -Sibling	0	0	0	0	0	0	0	0	0	0.00%
Fetal Development:	0	3	2	2	2	0	0	0	9	15.52%
Financial/Job:	0	9	10	7	3	1	0	1	31	53.45%
Grief -Adoption:	0	0	0	0	0	0	0	0	0	0.00%
Grief -Infant Death:	0	0	0	0	0	0	0	0	0	0.00%
Grief -Miscarriage:	0	0	0	0	0	0	0	0	0	0.00%
Housing:	0	11	8	7	2	0	0	0	28	48.28%
Initial Intake:	0	16	9	8	4	1	0	0	38	65.52%
Legal:	0	0	2	0	0	0	0	0	2	3.45%
Life Skills:	0	0	0	2	0	0	0	0	2	3.45%
Medical/Health:	0	16	10	10	3	1	0	1	41	70.69%
Mental Health:	0	1	1	1	0	0	0	0	3	5.17%

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Counseling/Referral Client Summary

All Sites

4/1/2014 - 6/30/2014 All Funding Sources

Counseling/Referral	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total	
Nutrition:	0	7	5	7	2	0	0	0	21	36.21%
Other:	0	0	1	0	0	0	0	0	1	1.72%
Pantry Needs:	0	5	7	5	2	1	0	0	20	34.48%
Parenting Skills:	0	6	5	6	0	1	0	0	18	31.03%
Post Delivery Stress:	0	1	1	3	0	0	0	0	5	8.62%
Pregnancy Counseling & Info:	0	16	11	11	3	1	0	0	42	72.41%
Relationship:	0	9	12	6	3	1	0	1	32	55.17%
STD Risks & Information:	0	3	2	1	1	0	0	1	8	13.79%
Stress Management:	0	1	3	2	0	0	0	0	6	10.34%

**D. Classes / Assistance
Provided by Age**

Real Alternatives
Michigan Pregnancy and Parenting Support Services

Classes Assistance Client Summary

All Sites

4/1/2014 - 6/30/2014 All Funding Sources

Class/Assistance	<16	16..20	21..25	26..30	31..35	36..40	41..45	>45	Total	
Chastity Class:	0	0	0	0	0	0	0	0	0	0.00%
Childbirth Class:	0	0	0	0	0	0	0	0	0	0.00%
Parenting Class:	0	1	1	3	0	2	0	0	7	12.07%
Pregnancy Class:	0	0	0	0	0	0	0	0	0	0.00%
Family Support Class:	0	0	0	0	0	0	0	0	0	0.00%
In-House Clothing:	0	6	8	5	2	1	0	0	22	37.93%
In-House Food:	0	4	6	3	2	1	0	0	16	27.59%
In-House Furniture:	0	1	0	2	0	0	0	0	3	5.17%
Pregnancy Test Kit:	0	0	1	0	0	0	0	0	1	1.72%

**E. Hours of Counseling
and Education Provided
by Service Provider**

7/28/2014 9:29:59AM

Page 1 of 2

Real Alternatives
Michigan Pregnancy and Parenting Support Services
Provider Summary Report
4/1/2014 - 6/30/2014 All Funding Sources

	Admin Time	Counsel Time	Referral Time	Chastity Class	Childbirth Class	Parent Class	Preg Class	Family Class	Clothing Pantry	Food Pantry	Furn Pantry	Preg Kit	Total
01 Women's Care Center	0	1,191	0	0	0	8	0	0	24	17	3	0	
	\$0.00	\$1,298.19	\$0.00	\$0.00	\$0.00	\$174.40	\$0.00	\$0.00	\$281.60	\$185.30	\$32.70	\$0.00	\$1,952.19
		Total Time:	\$1,298.19				Total Class:	\$174.40		Total Pantry:	\$479.60		
02 Catholic Charities/Kalamazoo	0	597	107	0	0	0	0	0	0	0	0	1	
	\$0.00	\$650.73	\$116.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10.90	\$778.26
		Total Time:	\$767.36				Total Class:	\$0.00		Total Pantry:	\$0.00		

7/29/2014 9:29:59AM

Page 2 of 2

Real Alternatives
Michigan Pregnancy and Parenting Support Services
Provider Summary Report
4/1/2014 - 6/30/2014 All Funding Sources

	Admin Time	Counsel Time	Referral Time	Chastity Class	Childbirth Class	Parent Class	Preg Class	Family Class	Clothing Pantry	Food Pantry	Fum Pantry	Preg Kit	Total
Grand Totals	0	1,788	107	0	0	8	0	0	24	17	3	1	
	\$0.00	\$1,948.92	\$116.63	\$0.00	\$0.00	\$174.40	\$0.00	\$0.00	\$261.60	\$185.30	\$32.70	\$10.90	
Grand Total Time:			\$2,065.55	Grand Total Class:			\$174	Grand Total Pantry:			\$480	\$11	\$2,730.45

**F. Number of Calls
Received on Hot Line**

**G. Number of Referrals
on Hot Line by
Service Provider**

III. Miscellaneous Items

**A. MDCH Grant Goals and
Objective Status**

MI PRENANCY & PARENTING SUPPORT SERVICES PROGRAM GRANT GOALS AND OBJECTIVES STATUS

GOAL	OBJECTIVE	METHOD	MEASURE	TIME	STATUS
1 To promote childbirth as a viable and positive alternative to abortion and empower women throughout the Southern Region of Michigan facing unexpected pregnancies to choose childbirth rather than abortion.	To identify and provide grants to social service agencies, pregnancy centers, adoption agencies and maternity homes statewide that offer core services.	-Contact pregnancy centers, adoption agencies and maternity homes, notifying them of the Department of Community Health grant requirements, and inviting participation.	-Numbers of Service Providers participating in the program. -Number of clients served. -Number of clients counseled who indicate they have decided to choose childbirth.	-To have participating 10 to 20 Service Provider Sites by the end of the fiscal year. - To have served 2000 clients	As of June 30, 2014, Three approved Service Providers have signed contracts, with a total of 8 approved sites and for 4 more sites to be added. Three more Service Providers are in various stages of the approval process. 58 clients served.
	To implement a regional advertising campaign to inform women in Michigan that pregnancy and parenting support services are available.	-Contract advertising and information outreach.	-Number of women served per year as a consequence of an advertising campaign.	-Advertise the length of the contract.	None this quarter.
	To facilitate the use of centers that provide pregnancy and parenting support by advertising and operating the Toll-Free Referral System (1-888-LIFE-AID).	- Start Toll-Free Referral System offering services.	-Number of callers counseled and referrals made to service providers.	- To provide 7.5 hr/day, 5 day/week coverage in Fiscal Year 13-14.	None this quarter.
2 To provide support to women experiencing unexpected pregnancies during their pregnancy and for 12 months after birth.	To provide core services consisting of life-affirming information and counseling and necessary support services and related support services.	Establish service provider network of pregnancy centers, adoption agencies and maternity homes providing life-affirming pregnancy and parenting support.	Number of women supported.	-Continuous throughout the life of the contract.	49 Pregnant clients served
3 To assist women in achieving improved reproductive health.	Provide information on the advantages of abstinence to avoid unintended pregnancies and sexually transmitted diseases.	-Offer abstinence/chastity skills counseling, referrals, and classes. -Provide information on risks of sexually transmitted diseases.	-Number of clients receiving abstinence/chastity skills counseling. -Number of clients attending abstinence/chastity classes.	-Continuous throughout the length of the contract.	3 clients served. None this quarter
4 To assist women in developing sound parenting skills.	Provide information, counseling, and classes on parenting skills.	-Offer parenting skills counseling, referrals, and classes.	- Number of clients who visited or plan to visit a health care provider for prenatal care. - Number of Clients who have taken their child to a pediatric appointment. - Number of clients with infants up to date in immunizations.	-Continuous throughout the length of the contract.	47 clients served. 2 clients served. 1 client served
5 To increase awareness of adoption as an option for women with an unexpected pregnancy.	Provide accurate information on adoption.	-Provide information and training on adoption to Service Providers.	-The number of times adoption is counseled to clients.	-Continuous throughout the length of the contract.	19 clients served.

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EXHIBIT X

Derman, Barbara (DHHS)

From: Kevin I. Bagatta, Esquire <ra-president@comcast.net>
Sent: Tuesday, April 08, 2014 4:56 PM
To: Fink, Brenda (DCH)
Cc: Broessel, Kristi (DCH); Derman, Barbara (DCH)
Subject: Expanding the Service Region
Attachments: Proposed Expansion of Service Region.pdf

Hi Brenda,

I have not received a call to coordinate a conference call yet. To expedite your approval to slightly modify our work plan , I thought I would see if I could explain it through this e-mail.

From the first invite we invited 80 potential service providers. From the initial screening process, we trained five on the RAPID approval process and its requirements. We have 4 of those 5 potential service providers who submitted the application and supporting documents and are near approval. Those 4 potential service providers have 15 sites to provide services (in the counties whose borders are marked in blue in the map)

I have attached a map of the state showing the original region we planned on rolling out and the proposed additional region. I also outlined the 9 counties that approximately 15 sites are located that are in the final process of approval by Real Alternatives. We'll be able to make those sites public once they are approved.

We would like to expand the regional program to invite 42 potential service providers to participate. This would not increase total administration costs for the program - we would however readjust some of the expense lines within the administrative costs.

We are very pleased with how the process is rolling out. As with our PA and TX program, there is a hesitancy with community nonprofits to participate in a new government program. It has been our experience that once the first wave is approved and up and running, more potential service providers seek participation.

Hopefully I have anticipated the questions you might have for the decision.

Thanks,

Kevin

Kevin I. Bagatta, Esquire
President & CEO
Real Alternatives
7810 Allentown Blvd. Ste. 304
Harrisburg, PA 17112
717-541-7832

www.RealAlternatives.org
www.LoveFacts.org
www.ConcernedParents.com



Real Alternatives was awarded the Seal of Excellence for successfully completing the Standards of Excellence certification program sponsored by the Pennsylvania Association of Nonprofit Organizations (PANO). This certification identifies Real Alternatives as an ethical and accountable organization dedicated to the highest level of excellence within the nonprofit sector.

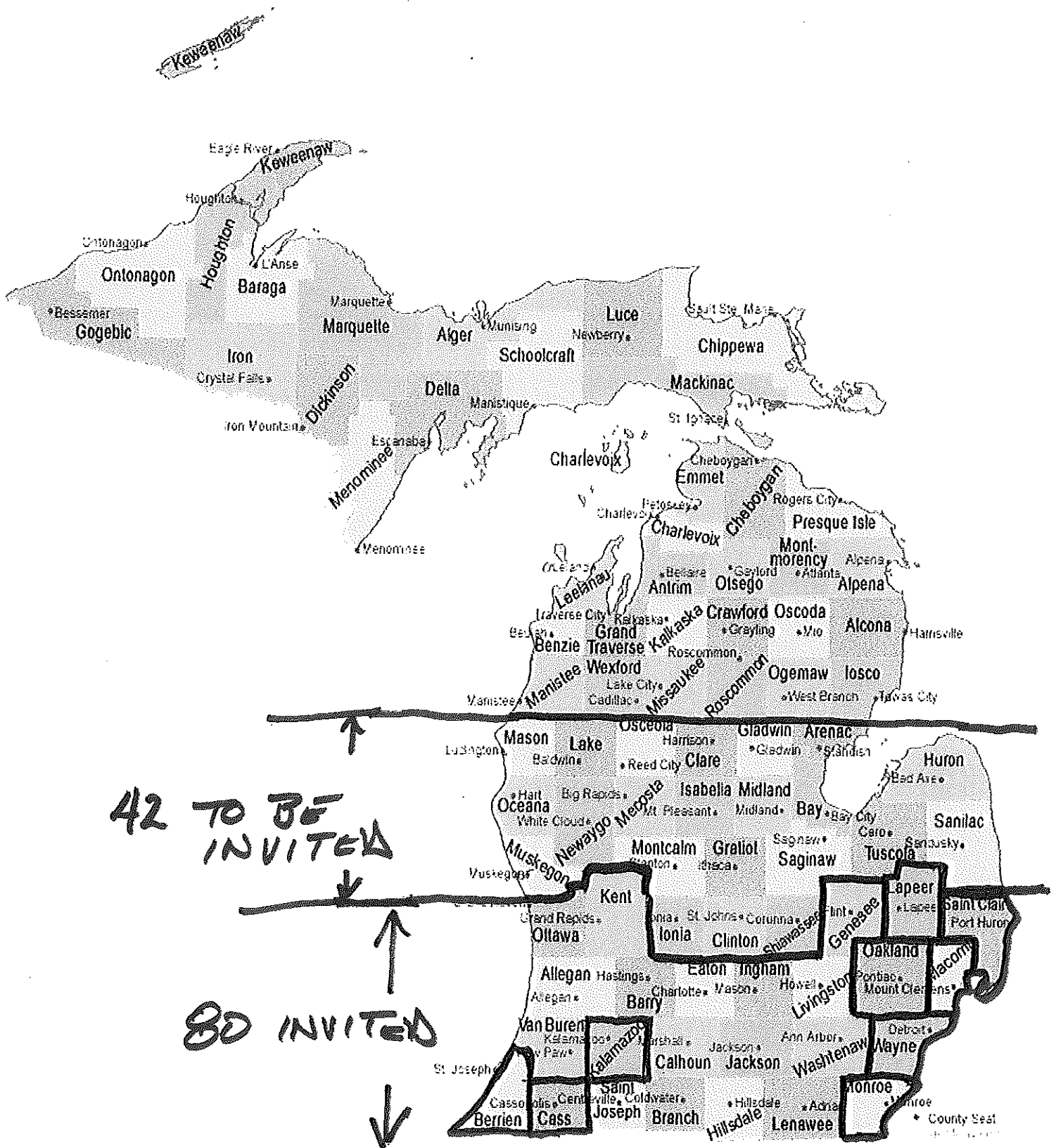


EXHIBIT Y

Contract Manager and
Location/Building: Kristi Broesche
Contract #: 20142043

Amendment No. 2 to the
Agreement Between
Michigan Department of Community Health
and
Real Alternatives
for
Michigan Pregnancy and Parenting Support Services Program

1. Period of Agreement

This agreement shall commence on October 1, 2013 and continue through September 30, 2015. This agreement is in full force and effect for the period specified.

2. Program Budget and Agreement Amount

This amendment does not change the total or Department's original agreement amount.

3. Amendment Purpose

The purpose of this amendment is to extend the end date from January 31, 2015 to September 30, 2015. In addition, Attachment C contains reporting periods to match the new agreement end date.

4. **Original Agreement Conditions**

It is understood and agreed that all other conditions of the original agreement remain the same.

5. **Special Certification**

The individual or officer signing this amendment certifies by his or her signature that he or she is authorized to sign this amendment on behalf of the responsible governing board, official or Grantee.

6. **Signature Section**

For the Michigan Department of Community Health

Kristi Broessel

2/24/15

Date

Kristi Broessel, Director
Grants and Purchasing Division

For the GRANTEE:

KEVIN I. BAGATTA
Name (print)

PRESIDENT & CEO
Title (print)

Kevin I. Bagatta
Signature

2/17/2015

Date

ATTACHMENT C

PERFORMANCE / PROGRESS REPORT REQUIREMENTS

- A. The Contractor shall submit the following reports on the following dates:
1. 1st Quarter Period 10/1/13 - 12/31/13 - Due 2/14/14
 2. 2nd Quarter Period 1/1/14 - 3/31/14 - Due 5/15/14
 3. 3rd Quarter Period 4/1/14 - 6/30/14 - Due 8/15/14
 4. 4th Quarter Period 7/1/14 - 9/30/14 - Due 11/14/14
 5. 5th Quarter Period 10/1/14 - 12/31/14 - Due 1/31/15
 6. Monthly Period 1/1/15 - 1/31/15 - Due 2/28/15
 7. 6th Quarter Period 2/1/15 - 3/31/15 - Due 4/30/15
 8. 7th Quarter Period 4/1/15 - 6/30/15 - Due 7/31/15
 9. 8th Quarter Period 7/1/15 - 9/30/15 - Due 10/31/15
- B. Any such other information as specified in the Statement of Work, Attachment A shall be developed and submitted by the Contractor as required by the Contract Manager.
- C. Reports and information shall be submitted to the Contract Manager at:
- Brenda Fink, Director
Family and Community Health Division
Michigan Department of Community Health
109 W. Michigan
Lansing, MI 48913
- D. The Contract Manager shall evaluate the reports submitted as described in Attachment C, Items A. and B. for their completeness and adequacy.
- E. The Contractor shall permit the Department or its designee to visit and to make an evaluation of the project as determined by Contract Manager.

EXHIBIT Z

Amendment No. 3 to the
Agreement Between
Michigan Department of Community Health
and
Real Alternatives
for
Michigan Pregnancy and Parenting Support Services Program

1. Period of Agreement

This agreement shall commence on October 1, 2013 and continue through September 30, 2015. This agreement is in full force and effect for the period specified.

2. Program Budget and Agreement Amount

This amendment does not change the total or Department's original agreement amount.

3. Amendment Purpose

The purpose of the amendment is to modify the budget categories to reflect current spending, as shown on the Attachment B budget pages.

4. **Original Agreement Conditions**

It is understood and agreed that all other conditions of the original agreement remain the same.

5. **Special Certification**

The individual or officer signing this amendment certifies by his or her signature that he or she is authorized to sign this amendment on behalf of the responsible governing board, official or Grantee.

6. **Signature Section**

For the Michigan Department of Community Health

Kristi Broessel

Kristi Broessel, Director, Grants and Purchasing Division

4/28/15

Date

For the GRANTEE:

KEVIN I. BAGATTA

Name (print)

PRESIDENT & CEO

Title (print)

Kevin I. Bagatta

Signature

4/22/15

Date

PROGRAM BUDGET SUMMARY

View at 100% or Larger

MICHIGAN DEPARTMENT OF COMMUNITY HEALTH

Use WHOLE DOLLARS Only

ATTACHMENT B.1

PROGRAM Michigan Pregnancy & Parenting Support Services			DATE PREPARED 4/10/2015		Page 1	Of 1
CONTRACTOR NAME Real Alternatives			BUDGET PERIOD From: Oct. 1, 2013 To: Sep. 30, 2015			
MAILING ADDRESS (Number and Street) 7810 Allentown Blvd, Ste 304			BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT		AMENDMENT # 3	
CITY Harrisburg	STATE PA	ZIP CODE 17112	FEDERAL ID NUMBER 23-2868660			
EXPENDITURE CATEGORY					TOTAL BUDGET (Use Whole Dollars)	
1. SALARY & WAGES						
2. FRINGE BENEFITS						
3. TRAVEL						
4. SUPPLIES & MATERIALS						
5. CONTRACTUAL (Subcontracts/Subrecipients)						
6. EQUIPMENT						
7. OTHER EXPENSES						
Administrative Expenses			\$105,000		\$105,000	
Services Expenses			\$595,000		\$595,000	
8. (Sum of Lines 1-7)			\$700,000	\$0	\$0	\$700,000
9. INDIRECT COSTS: Rate #1 %						
INDIRECT COSTS: Rate #2 %						
10. TOTAL EXPENDITURES			\$700,000	\$0	\$0	\$700,000

SOURCE OF FUNDS:

11. FEES & COLLECTIONS					
12. STATE AGREEMENT		\$700,000			\$700,000
13. LOCAL					
14. FEDERAL					
15. OTHER(S)					
16. TOTAL FUNDING		\$700,000	\$0	\$0	\$700,000

AUTHORITY: P.A. 368 of 1978

COMPLETION: Is Voluntary, but is required as a condition of funding.

The Department of Community Health is an equal opportunity employer, services and programs provider.

DCH-0385(E) (Rev. 08/07) (Excel) Previous Edition Obsolete.

PROGRAM BUDGET - COST DETAIL SCHEDULE

ATTACHMENT B.2

View at 100% or Larger

MICHIGAN DEPARTMENT OF COMMUNITY HEALTH

Page

Of

Use **WHOLE DOLLARS Only**

PROGRAM Michigan Pregnancy & Parenting Support Services		BUDGET PERIOD From: Oct. 1, 2013 To: Sep. 30, 2015		DATE PREPARED 4/10/2015
CONTRACTOR NAME Real Alternatives		BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT		AMENDMENT # 3
1. SALARY & WAGES:	POSITION DESCRIPTION	COMMENTS	POSITIONS REQUIRED	TOTAL SALARY
	President & CEO			\$ 26,700
	Vice President - Administration			\$ 5,423
	Assistant Director of Finance			\$ 1,777
	Accountant			\$ 2,600
	Bookkeeper			\$ 1,400
	Accrued Vac & Sick			\$ 238
1. TOTAL SALARY & WAGES:			0.000	\$ 38,138
2. FRINGE BENEFITS: (Specify)				
<input checked="" type="checkbox"/> FICA <input checked="" type="checkbox"/> LIFE INS <input checked="" type="checkbox"/> DENTAL <input checked="" type="checkbox"/> UNEMPLOY <input checked="" type="checkbox"/> VISION <input checked="" type="checkbox"/> WORK COMP <input checked="" type="checkbox"/> RETIREM <input type="checkbox"/> HEARING <input checked="" type="checkbox"/> HOSPITA <input checked="" type="checkbox"/> OTHER: spe				\$ 13,435
2. TOTAL FRINGE BENEFITS:				\$ 13,435
3. TRAVEL: (Specify if category exceeds 10% of Total Expenditures)				
				\$ 3,500
3. TOTAL TRAVEL:				\$ 3,500
4. SUPPLIES & MATERIALS: (Specify if category exceeds 10% of Total Expenditures)				
Office Expense				\$ 12,048
Computer Resources				\$ 15,075
4. TOTAL SUPPLIES & MATERIALS:				\$ 27,123
5. CONTRACTUAL: (Subcontracts/Subrecipients)				
<u>Name</u>		<u>Address</u>		<u>Amount</u>
Consulting				\$ 6,000
Legal Consulting				\$ 1,200
5. TOTAL CONTRACTUAL:				\$ 7,200
6. EQUIPMENT: (Specify)				
				Amount
6. TOTAL EQUIPMENT:				\$ -
7. OTHER EXPENSES: (Specify if category exceeds 10% of Total Expenditures)				
				Amount
Communication:				
Space Cost: Rent / Telephone				\$ 7,900
Others (explain): Business Insur + Ofc & Directors Insurance				\$ 1,300
Audit				\$ 5,000
Equip. Service Contract				\$ 500
Professional Development				\$ 624
Job Advertising / Employee Screening				\$ 280
7. TOTAL OTHER EXPENSES:				\$ 15,604
8. TOTAL DIRECT EXPENDITURES: (Sum of Totals 1-7)		8. TOTAL DIRECT EXPENDITURES:		\$ 105,000
9. INDIRECT COST CALCULATIONS:				
Rate #1 Base \$ x Rate = \$ -				
Rate #2 Base \$ - x Rate 0.00% = \$ -				
9. TOTAL INDIRECT EXPENDITURES:				\$ -
10. TOTAL ALL EXPENDITURES: (Sum of lines 8-9)				\$ 105,000
AUTHORITY: P.A. 368 of 1978		The Department of Community Health is an equal opportunity employer, services and programs provider.		
COMPLETION: Is Voluntary, but is required as a condition of funding.		Use Additional Sheets as Needed		
BCH-0389(E) (Rev. 06/07) (EXCEL) Previous Edition Obsolete				

PROGRAM BUDGET - COST DETAIL SCHEDULE

ATTACHMENT B.2

View at 100% or Larger

MICHIGAN DEPARTMENT OF COMMUNITY HEALTH

Page

Of

Use **WHOLE DOLLARS** Only

PROGRAM Michigan Pregnancy & Parenting Support Services		BUDGET PERIOD From: 10/1/2013 To: 9/30/2015		DATE PREPARED 4/10/2015
CONTRACTOR NAME Real Alternatives		BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT		AMENDMENT # 3
1. SALARY & WAGES:	POSITION DESCRIPTION	COMMENTS	POSITIONS REQUIRED	TOTAL SALARY
	Vice President			\$ 21,700
	Service Provider Approval			\$ 5,100
	Quality Control Coordinator			\$ 3,000
	Service Provider Monitoring			\$ 3,000
	Toll Free			\$ 845
	Accrued Vac & Sick			\$ 118
1. TOTAL SALARY & WAGES:			0.000	\$ 33,763
2. FRINGE BENEFITS: (Specify)				
<input checked="" type="checkbox"/> FICA <input checked="" type="checkbox"/> LIFE INS <input checked="" type="checkbox"/> DENTAL <input checked="" type="checkbox"/> UNEMPL <input checked="" type="checkbox"/> VISION INS <input checked="" type="checkbox"/> WORKSCOMP <input checked="" type="checkbox"/> RETIRE <input type="checkbox"/> HEARING <input checked="" type="checkbox"/> HOSPLT <input checked="" type="checkbox"/> OTHER:spe				\$ 10,561
2. TOTAL FRINGE BENEFITS:				\$ 10,561
3. TRAVEL: (Specify if category exceeds 10% of Total Expenditures)				\$4,900
3. TOTAL TRAVEL:				\$ 4,900
4. SUPPLIES & MATERIALS: (Specify if category exceeds 10% of Total Expenditures)				
Client Education Materials				\$ 6,500
Pregnancy Test Kits				\$ 3,500
4. TOTAL SUPPLIES & MATERIALS:				\$ 10,000
5. CONTRACTUAL: (Subcontracts/Subrecipients)				
Name		Amount		
Client Services		\$ 441,776		
Database Consulting		\$ 12,000		
5. TOTAL CONTRACTUAL:				\$ 453,776
6. EQUIPMENT: (Specify)				
Amount				
6. TOTAL EQUIPMENT:				\$ -
7. OTHER EXPENSES: (Specify if category exceeds 10% of Total Expenditures)				
Amount				
Communication:				
Space Cost: Services Advertising \$ 71,000				
Others (explain): Toll Free Referral System \$ 1,000				
Contract Closeout Cost \$ 10,000				
7. TOTAL OTHER EXPENSES:				\$ 82,000
8. TOTAL DIRECT EXPENDITURES: (Sum of Totals 1-7)		8. TOTAL DIRECT EXPENDITURES:		\$ 595,000
9. INDIRECT COST CALCULATIONS:				
Rate #1 Base \$ x Rate 0.00% = \$ -				
Rate #2 Base \$ - x Rate 0.00% = \$ -				
9. TOTAL INDIRECT EXPENDITURES:				\$ -
10. TOTAL ALL EXPENDITURES: (Sum of lines 8-9)				\$ 595,000
AUTHORITY: P.A. 369 of 1978		The Department of Community Health is an equal opportunity employer, services and programs provider.		
COMPLETION: Is Voluntary, but is required as a condition of funding.				
DCH-0368(E) (Rev. 06/07) (EXCEL) Previous Edition Obsolete		Use Additional Sheets as Needed		

EXHIBIT

AA

Amendment No. 4 to the
Agreement Between
Michigan Department of Community Health
and
Real Alternatives
for
Michigan Pregnancy and Parenting Support Services Program

1. Period of Agreement

This agreement shall commence on October 1, 2013 and continue through September 30, 2016. This agreement is in full force and effect for the period specified.

2. Program Budget and Agreement Amount

The total agreement amount is increased from \$ 700,000 to \$ 1,500,000, and the Department's agreement amount is increased from \$ 700,000 to \$ 1,500,000, as shown on the Attachment B budget pages.

3. Amendment Purpose

The purpose of this amendment is to extend the original agreement end date from September 30, 2015 to September 30, 2016, to add funding in the original agreement for \$800,000, and to modify Attachment A, Statement of Work, and Attachment E, Program Description and Work Plan, in the Original agreement.

4. **Original Agreement Conditions**

It is understood and agreed that all other conditions of the original agreement remain the same.

5. **Special Certification**

The individual or officer signing this amendment certifies by his or her signature that he or she is authorized to sign this amendment on behalf of the responsible governing board, official or contractor.

6. **Signature Section**

For the Michigan Department of Community Health

Kim Stephen 9/8/15
Kim Stephen, Director, Bureau of Purchasing Date

For the CONTRACTOR:

KEVIN I. BAGATTA PRESIDENT / CEO
Name (print) Title (print)
Kevin I. Bagatta 9/3/15
Signature Date

Statement of Work

Michigan Pregnancy and Parenting Support Services Program

October 2013 – September 2016

1. Describe the core program elements and the manner in which services will be delivered.
 - a. Describe the individuals who will be eligible to receive services in the program, including any income or residency requirements, and any limitations due to race, gender, ethnicity, age or religion.
 - b. Describe the geographic areas within the State where program services will be provided.
 - c. Describe the core services that will be provided to eligible clients that promote childbirth instead of abortion, and that assist pregnant women with their decision regarding parenting or adoption.
 - d. In addition to the core services, describe the additional support services that will be available to eligible clients in the program.
 - e. Describe the advertising, outreach and marketing efforts that may occur to advise potential eligible clients of the availability of program services.
 - f. Describe how potential clients will access program services.
2. Describe the network of program service providers and counselors, and how they become eligible to provide approved program services.
3. Describe the plan for data collection of required program reporting; and the plan for program quality assurance monitoring, including site reviews and financial accountability.

Program Objectives

1. Assist pregnant women in Michigan to maintain pregnancy and achieve positive healthy pregnancy outcomes through provision of pregnancy support services and referrals to care.
 - a. Provide compassionate, caring and free services through approved life-affirming pregnancy support centers, social service agencies, maternity homes and adoption agencies
 - b. An evaluation of the client's needs is made by the counselor during the counseling sessions.
 - c. Provide pregnancy and parenting support services support utilizing trained crisis intervention counselors (degreed, non-degreed and volunteers)
 - d. Provide referrals to other available community services to support pregnant woman who are experiencing unplanned/crisis pregnancies, including referrals for prenatal and pediatric care, medical care, social services, and other supports as required and available.
 - e. Ensure client feedback is obtained to assure client support during crisis and counseling interventions.
2. Assist new Michigan parents establish positive parenting practices through provision of parenting support services.
 - a. Provide counseling and parenting education and referrals to pediatric care, social services, child care, financial support, housing, education for improving skills or obtaining a GED, job service and vocational training programs
 - b. Provide parenting support utilizing trained counselors (degreed, non-degreed and volunteers)
3. Assist women in Michigan who thought they were experiencing an unplanned/crisis pregnancy, but who are found to be not pregnant.

- a. Provide information on the risks of sexually transmitted diseases, relationship counseling, decision-making counseling, chastity information, teen pregnancy prevention programs, and other counseling to modify risk-taking behavior
 - b. Provide services to women in this category utilizing trained counselors (degreed, non-degreed and volunteers)
4. Serve approximately 4500 women and parents of infants at approximately 12000 visits.
5. Have Service Providers establish and maintain referral lists to life-affirming Michigan public and nonprofit organizations providing care to mothers and infants to assure ongoing care and services.
 - a. Each Service Provider Organization must have the appropriate referral resources to serve clients with essential and beneficial referrals including:
 - i. Referrals for prenatal and pediatric care.
 - ii. Referrals for medical care.
 - iii. Referrals for social services organizations and support services such as:
 - i. WIC, or other nutrition programs; MIHP, or other home visiting programs; local Department of Human Services; local health department; adoption agencies; child care; financial support; housing; education for improving skills or obtaining a GED; job service and vocational training programs; or transportation services as needed.
 - b. Service Provider Organizations are responsible to assure that referral sources are pro-life and continue to be pro-life.
 - c. Service Provider Organizations are responsible to evaluate referral organizations to assure they comply with client service needs.
 - d. Information concerning referral resources will be obtained at each site Monitoring.
6. Assure that program vendor Service Providers:
 - a. Are a nonprofit organization with 501(c)3 tax exempt status
 - b. Operate an alternatives to abortion program that has a stated policy of actively promoting childbirth instead of abortion
 - c. Maintain a pro-life mission and agree not to promote, refer, or counsel abortion as an option to a crisis or unplanned pregnancy
 - d. Are physically and financially separate from any entity that advocates, performs, counsels, or refers for abortion
 - e. Understand that the funding for alternative to abortion services under this program does not include funding for the provision, referral, or advocacy of contraceptive services, drugs, or devices
 - f. Provide core services consisting of information and counseling that promotes childbirth instead of abortion, and assists pregnant women in their decision regarding adoption or parenting
 - g. Are nondiscriminatory
 - h. Agree not to promote the teaching or philosophy of any religion or religious organization while providing program services to the client
 - i. Have been in operation a minimum of one year providing core alternative to abortion services to women in a crisis pregnancy
 - j. Provide abstinence education as the best and only method of avoiding unplanned pregnancies and sexually transmitted infections
 - k. Agree to serve all eligible clients, including those with Limited English Proficiency
 - l. Will annually verify that all staff and volunteers have current Michigan State Police and Child Abuse background check clearances
 - m. Maintain client confidentiality
 - n. Will submit their counselor training materials, and policies and procedures manual for evaluation
 - o. Do not charge a fee for services to eligible clients.
 - p. Provide handicapped accessible services.

7. Assure Service Provider compliance with program policies and objectives, including:
 - a. Initial and annual site monitoring of Service Provider sites performed as described in the program description entitled: Michigan Pregnancy and Parenting Support Services Program, October 2013 – September 2016
 - b. Assure accurate record-keeping of client eligibility
 - c. Assure accurate submission of billing forms
 - d. Assure all services are provided in a respectful and non-judgmental manner
 - i. Assure all services are provided to eligible clients with limited English, hearing or visual capabilities
 - ii. Assure all services are provided with appropriate cultural sensitivities
 - e. Assure financial accountability through program site monitoring.
 - f. Ongoing quality assurance measures performed as described in the program description entitled: Michigan Pregnancy and Parenting Support Services Program, October 2013 – September 2016
8. Assure compliance with program reporting requirements. Quarterly Reports are to be submitted to DFCH@michigan.gov by 45 days after the end of the quarter. The Quarterly Reports will, at a minimum, provide a total accounting of the following activities of the Service Providers:
 - a. Monitoring activities completed;
 - b. Monitoring Report findings for each site monitored and subsequent corrective actions taken;
 - c. Technical assistance provided;
 - d. Follow-up on site monitoring findings for Service Providers;
 - e. Direct service activities such as information/services provided or referrals made;
 - f. Significant Project(s) Status Report(s) including a brief narrative of projects described in the Work Plan, and any other significant projects or activities;
 - g. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by their county of residence, and their age reported by the following age groups:
 1. Less than 16 years old;
 2. 16 years old through 20 years old;
 3. 21 years old through 25 years old;
 4. 26 years old through 30 years old;
 5. 31 years old through 35 years old;
 6. 36 years old through 40 years old;
 7. 41 years old through 45 years old;
 8. 46 years old and older.
 - h. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by race, by county, by age (White, African American, Native American, Asian, multi-racial, unknown/not declared)
 - i. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by ethnicity, by county, by age (Hispanic, non-Hispanic)
 - j. The number of visits by pregnant women, non-pregnant women and parenting women (separate reports for each of these three client types), by county, by age.
 1. Hotline calls from Michigan and number of subsequent referrals to Service Providers
 2. Public Information activities in Michigan
 - k. Report number of Service Provider referrals by type:
 1. Prenatal care providers
 2. Pediatric care providers

I. Report of client outcomes

1. Number of clients indicating they are choosing childbirth
2. Number of clients who visited or are planning to visit a health care provider for prenatal care.
3. Number of clients who have taken their child to a pediatric appointment.
4. Number of clients with infants up to date in immunizations.
5. Number of clients who felt supported at the end of their counseling session.

PROGRAM BUDGET SUMMARY

MICHIGAN DEPARTMENT OF COMMUNITY HEALTH

View at 100% or Larger
Use WHOLE DOLLARS Only

PROGRAM Michigan Pregnancy and Parenting Support Services Program			DATE PREPARED 9/2/2015		Page 1	Of 3
GRANTEE NAME Real Alternatives			BUDGET PERIOD From: 10/1/2013 To: 09/30/2016			
MAILING ADDRESS (Number and Street) 7810 Allentown Blvd., Suite 304			BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT ►		AMENDMENT # 4	
CITY Harrisburg	STATE PA	ZIP CODE 17112	FEDERAL ID NUMBER 23-2868660			
EXPENDITURE CATEGORY						TOTAL BUDGET
1. SALARIES & WAGES						
2. FRINGE BENEFITS						
3. TRAVEL						
4. SUPPLIES & MATERIALS						
5. CONTRACTUAL (Subcontracts/Subrecipients)						
6. EQUIPMENT						
7. OTHER EXPENSES						
Administrative Expenses						\$179,750
Services Expenses						\$1,320,250
8. TOTAL DIRECT EXPENDITURES (Sum of Lines 1-7)			\$0	\$0	\$0	\$1,500,000
9. INDIRECT COSTS: Rate #1 %						
INDIRECT COSTS: Rate #2 %						
10. TOTAL EXPENDITURES			\$0	\$0	\$0	\$1,500,000

SOURCE OF FUNDS

11. FEES & COLLECTIONS						
12. STATE AGREEMENT						\$1,500,000
13. LOCAL						
14. FEDERAL						
15. OTHER(S)						
16. TOTAL FUNDING			\$0	\$0	\$0	\$1,500,000
AUTHORITY: P.A. 368 of 1978			The Department of Community Health is an equal opportunity employer, services and programs provider.			
COMPLETION: Is Voluntary, but is required as a condition of funding						

PROGRAM BUDGET – COST DETAIL SCHEDULE

MICHIGAN DEPARTMENT OF COMMUNITY HEALTH

Page 2 Of 3

View at 100% or Larger
Use WHOLE DOLLARS Only

PROGRAM Michigan Pregnancy and Parenting Support Services		BUDGET PERIOD		DATE PREPARED
		From: 10/1/2013	To: 9/30/2016	9/2/2015
GRANTEE NAME Real Alternatives		BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT		AMENDMENT # 4
1. SALARY & WAGES	POSITION DESCRIPTION	COMMENTS	POSITIONS REQUIRED	TOTAL SALARY
	President & CEO		1	\$53,000
	VP – Administration		1	\$15,923
	Assistant Director of Finance		1	\$1,777
	Accountant		1	\$5,550
	Bookkeeper		1	\$3,900
				\$0
				\$0
1. TOTAL SALARIES & WAGES:			5	\$80,150
2. FRINGE BENEFITS (Specify)				
<input checked="" type="checkbox"/> FICA <input checked="" type="checkbox"/> LIFE INS. <input checked="" type="checkbox"/> DENTAL INS. COMPOSITE RATE <input checked="" type="checkbox"/> UNEMPLOY INS. <input checked="" type="checkbox"/> VISION INS. <input checked="" type="checkbox"/> WORK COMP. AMOUNT 0.00% <input checked="" type="checkbox"/> RETIREMENT <input type="checkbox"/> HEARING INS. <input checked="" type="checkbox"/> HOSPITAL INS. <input checked="" type="checkbox"/> OTHER (specify) <u>Accrued Vacation</u>				
2. TOTAL FRINGE BENEFITS:				\$29,753
3. TRAVEL (Specify if category exceeds 10% of Total Expenditures)				
3 TOTAL TRAVEL:				\$1,000
4. SUPPLIES & MATERIALS (Specify if category exceeds 10% of Total Expenditures)				
Postage/Shipping: \$3,000; Office Expense: \$13,348; Computer Resources: \$13,675				
4. TOTAL SUPPLIES & MATERIALS:				\$30,023
5. CONTRACTUAL (Specify Subcontracts/Subrecipients)				
<u>Name</u>	<u>Address</u>	<u>Amount</u>		
Consulting		\$5,520		
Legal		\$1,400		
5. TOTAL CONTRACTUAL:				\$6,920
6. EQUIPMENT (Specify items)				
6. TOTAL EQUIPMENT:				\$0
7. OTHER EXPENSES (Specify if category exceeds 10% of Total Expenditures)				
Auditing: \$5,000; Rent: \$17,000; Telephone: \$2,650; General Liability Insurance: \$1,000; Insurance – Directors & Officers: \$1,850; Equipment Service: \$1,000; Professional Development: \$1,624; Job Advertising/Employee Screening: \$1,780				
7. TOTAL OTHER:				\$31,904
8. TOTAL DIRECT EXPENDITURES (Sum of Totals 1-7)		8. TOTAL DIRECT EXPENDITURES:		\$179,750
9. INDIRECT COST CALCULATIONS		Rate #1: Base \$0 X Rate 0.0000 % Total		\$ 0
		Rate #2: Base \$0 X Rate 0.0000 % Total		\$ 0
		9. TOTAL INDIRECT EXPENDITURES:		\$ 0
10. TOTAL EXPENDITURES (Sum of lines 8-9)				\$179,750
AUTHORITY: P.A. 368 of 1978		The Department of Community Health is an equal opportunity employer, services and programs provider.		
COMPLETION: Is Voluntary, but is required as a condition of funding				
DCH-0386 (E) (Rev 02/13) (W) Previous Edition Obsolete. Use Additional Sheets as Needed				

PROGRAM BUDGET – COST DETAIL SCHEDULE

MICHIGAN DEPARTMENT OF COMMUNITY HEALTH

Page 3 Of 3

View at 100% or Larger
Use WHOLE DOLLARS Only

PROGRAM Michigan Pregnancy and Parenting Support Services		BUDGET PERIOD		DATE PREPARED
		From: 10/1/2013	To: 9/30/2016	9/2/2015
GRANTEE NAME Real Alternatives		BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT		AMENDMENT # 4
1. SALARY & WAGES	POSITION DESCRIPTION	COMMENTS	POSITIONS REQUIRED	TOTAL SALARY
	Vice President of Operations		1	\$40,700
	Services Coordinator		1	\$8,915
	Services Assistance		1	\$1,085
	Service Provider Approval		1	\$10,100
	Billing Coordinator		1	\$7,000
	Service Provider Monitoring		1	\$8,000
	Hotline Counselor		1	\$1,845
1. TOTAL SALARIES & WAGES:			7	\$77,645
2. FRINGE BENEFITS (Specify)				
<input checked="" type="checkbox"/> FICA <input checked="" type="checkbox"/> LIFE INS. <input checked="" type="checkbox"/> DENTAL INS. COMPOSITE RATE <input checked="" type="checkbox"/> UNEMPLOY INS. <input checked="" type="checkbox"/> VISION INS. <input checked="" type="checkbox"/> WORK COMP. AMOUNT 0.00% <input checked="" type="checkbox"/> RETIREMENT <input type="checkbox"/> HEARING INS. <input checked="" type="checkbox"/> HOSPITAL INS. <input checked="" type="checkbox"/> OTHER (specify) <u>Accrued Vacation</u>				
2. TOTAL FRINGE BENEFITS:				\$21,729
3. TRAVEL (Specify if category exceeds 10% of Total Expenditures)				
3 TOTAL TRAVEL:				\$12,900
4. SUPPLIES & MATERIALS (Specify if category exceeds 10% of Total Expenditures)				
Client Education Materials: \$106,600; Pregnancy Test Kits: \$6,500				
4. TOTAL SUPPLIES & MATERIALS:				\$113,100
5. CONTRACTUAL (Specify Subcontracts/Subrecipients)				
<u>Name</u>	<u>Address</u>	<u>Amount</u>		
Services Database Consulting & Development		\$23,000		
Counseling Reimbursement		\$883,126		
5. TOTAL CONTRACTUAL:				\$906,126
6. EQUIPMENT (Specify items)				
6. TOTAL EQUIPMENT:				\$0
7. OTHER EXPENSES (Specify if category exceeds 10% of Total Expenditures)				
Services Advertising: \$171,000; Meetings/Seminars: \$6,500; Hotline Referral System: \$1,250; Contract Closeout Cost: \$10,000				
7. TOTAL OTHER:				\$188,750
8. TOTAL DIRECT EXPENDITURES (Sum of Totals 1-7)		8. TOTAL DIRECT EXPENDITURES:		\$1,320,250
9. INDIRECT COST CALCULATIONS		Rate #1: Base \$0 X Rate 0.0000 % Total		\$ 0
		Rate #2: Base \$0 X Rate 0.0000 % Total		\$ 0
		9. TOTAL INDIRECT EXPENDITURES:		\$ 0
10. TOTAL EXPENDITURES (Sum of lines 8-9)				\$1,320,250
AUTHORITY: P.A. 368 of 1978		The Department of Community Health is an equal opportunity employer, services and programs provider.		
COMPLETION: Is Voluntary, but is required as a condition of funding				
DCH-0386 (E) (Rev 02/13) (W) Previous Edition Obsolete. Use Additional Sheets as Needed				

MICHIGAN PREGNANCY AND PARENTING SUPPORT SERVICES PROGRAM

October 2013 – September 2016

Program Description and Work Plan

INTRODUCTION

Real Alternatives is a national, private, tax-exempt, non-profit corporation pursuant to Section 501(c) (3) of the Internal Revenue Code. Using its proprietary "Real Alternatives Program and Instructional Design" (RAPID)¹ system, Real Alternatives has administered the successful and nationally-recognized Alternative to Abortion Services Program as the prime contractor for the Commonwealth of Pennsylvania since July 1, 1997.

The government funding received by Real Alternatives from state governments enables Real Alternatives to provide free, caring, confidential and comprehensive pregnancy support, parenting and adoption education services that encourage a decision of childbirth instead of abortion, to women and their families who are experiencing unexpected pregnancies. Those critical and extremely beneficial services are directly provided through a network of vendor service providers comprised of social service agencies, pregnancy support centers, maternity homes and adoption agencies.

Corporate Mission Statement

Real Alternatives exists to provide life-affirming alternative to abortion services throughout the nation. These compassionate support services empower women to protect their reproductive health, avoid crisis pregnancies, choose childbirth rather than abortion, receive adoption education, and improve parenting skills.

CORPORATE BACKGROUND AND EXPERIENCE

Real Alternatives has been the prime contractor for the Commonwealth of Pennsylvania's alternative to abortion services program for the last 18 years. During that time, over 250,000 women throughout the Commonwealth have been served. Real Alternatives receives the Alternative to Abortion Services grant from the Commonwealth of Pennsylvania Department of Human Services to provide comprehensive pregnancy, parenting and adoption support services to pregnant women who are experiencing an unexpected pregnancy, so they choose childbirth rather than abortion. This is accomplished through a vendor network of approximately 100 social service agencies, pregnancy centers, maternity homes and adoption agencies.

In 2013, Real Alternatives was selected by the Michigan Department of Community Health to be the prime contractor for the State of Michigan's Pregnancy and Parenting Support Services Program. With a network of 17 service provider sites, over 1,450 women throughout the southern region of Michigan have been served since October 2013.

In 2014, Real Alternatives was selected by the Indiana State Department of Health to be the prime contractor for the State of Indiana's Pregnancy and Parenting Support Services Program. With a network of 16 service provider sites, over 7,500 women throughout the northern region of Indiana have been served since October 2014.

Always striving to deliver quality, cost effective services to women, Real Alternatives was recognized by the Central Pennsylvania Business Journal in 2002 and again in 2004 for its technological innovation and cost savings by being selected as a finalist for the Annual Nonprofit Innovation Award. In 2004, Real Alternatives was also one of the first four nonprofits to be awarded the prestigious Pennsylvania Association of Nonprofit Organizations (PANO) Seal of Excellence for meeting the 56 Standards of Excellence criteria for nonprofits. In 2007 and again in 2013, Real Alternatives earned recertification for the PANO Seal of Excellence. Real Alternatives recognizes that a government program is only as good as its last audit. Using the RAPID system has lead to 18 straight perfect CPA audits for Real Alternatives.

Real Alternatives is governed by a Board of Directors and a set of bylaws. The registered office of the Corporation is 7810 Allentown Boulevard, Suite 304, Harrisburg, Pennsylvania 17112, telephone: 717-541-1112, fax: 717-541-9713. Federal ID Number is 23-2868660. The business and affairs of Real Alternatives are managed by its Board of Directors. The board hired and sets the duties of the President & CEO, and he is empowered by the Corporation to carry out the policies of the Corporation, throughout all endeavors on behalf

of Real Alternatives. The President & CEO, Kevin I. Bagatta, Esquire, is the point of contact for questions regarding this grant agreement. Except as otherwise required by Pennsylvania corporate law or other law, the entire control of the Corporation (its management, affairs, and property) is vested in the Board of Directors of the Corporation.

Real Alternatives Staff

Real Alternatives is a national nonprofit corporation with two divisions: one that supports the \$6.7 million a year Pennsylvania Program, the \$1 million a year Indiana Program, and the \$1.5 million Michigan Program and the second division that supports national expansion of government-funded alternative to abortion programs.

The executive management team for the Real Alternatives consists of a full-time President & CEO, a full-time Vice President of Operations, a full-time Vice President of Administration, and a full-time Services Coordinator. Additional personnel include a part-time Accountant, part-time Bookkeeper, a part-time Billing Coordinator, a part-time Special Projects Coordinator, a part-time Community Outreach Coordinator, and a near full-time Toll-Free Counselor.

PROGRAM WORK PLAN

Real Alternatives, through a network of pro-life pregnancy support centers, maternity homes, adoption agencies, and social service agencies (vendor service providers), plans to reach out to each woman, no matter what her background or circumstances, and without fee. Compassionate, trained counselors will assess each woman's situation and assist her in developing a positive life-affirming approach to her pregnancy. Assistance during and after the parenting and adoption decision involves counseling, education, material assistance, and referrals. By empowering women in an unexpected pregnancy with this assistance, they no longer feel compelled to choose abortion out of a sense of being alone, helpless, and hopeless. The outcome goals of this pregnancy and parenting support program will be that women facing crisis/unexpected pregnancies in the state of Michigan will be aware of this comprehensive program, they will receive support, will have improved parenting skills, and will receive adoption education. Such outcome goals will empower them to choose childbirth rather than abortion. This program in turn will have a lowering impact on the Michigan Abortion Choice Percentage (see exhibit 1 in the appendices), and be a factor in reducing medical costs², improving women's health³, and obtaining overall long-term savings for the taxpayers of Michigan.

Program Design

Real Alternatives will utilize the RAPID system to administer this regional program. Real Alternatives, which holds all right, title, and interest to the RAPID system, has proven success in Pennsylvania, Michigan, and Indiana, as a good steward of government financial resources to meet government's desire to assist women to seek an alternative to abortion. Real Alternatives, as the prime contractor, will provide statewide program operations services including program administration and centralized client outreach.

The following is the overall design of the RAPID system, already working in Pennsylvania, Michigan and Indiana along with the description of tasks that will be taken by Real Alternatives in Michigan for program deployment and ongoing operation. (This explanation is visually portrayed at Exhibit 3 in the appendices.)

Program Vendor Service Providers

Presently, 5 vendor service providers with 17 sites are providing pregnancy and parenting support services in Michigan under the program. Real Alternatives plans to recruit and subcontract with more vendor service providers to perform program operational services, primarily involving counseling and support services to clients. Those potential vendor service providers include pregnancy support centers, maternity homes, adoption agencies, and social service agencies that provide life-affirming alternative to abortion services presently throughout the State of Michigan. Specific emphasis will be on those potential service providers geographically located north of State Route 10 so the program will provide statewide coverage of services. Real Alternatives will contact them in October/November 2015 advising them of Real Alternatives' plan to contract with those who meet Real Alternatives' vendor standards to perform services under the Michigan Department of Community Health grant.

First, the potential vendor service providers are screened for eligibility and are then approved as subcontractors. Next, their counselors who will be providing the services are trained on program requirements, eligible services and restrictions in delivery of those counseling services.

Once counselors in the field are certified, they submit information online each time they provide approved services to program eligible clients. This information includes demographic information, topics discussed in the counseling session, counseling and referral time, and billing information, along with a required certification by the counselor of the validity of what is being submitted for reimbursement. This online information is submitted daily and processed by Real Alternatives. Real Alternatives gathers the regional data and converts it for use in the financial accounting system and performance reporting system. Real Alternatives will continue to report to DCH for the previous month's services performed. Requests for remaining cash advances will occur each month. Once paid, Real Alternatives will pay the vendor service providers for their past month's approved services.

Service Provider Selection Process

Providing pregnancy support that promotes childbirth and alternatives to abortion requires experienced individuals taking the time to listen to the concerns of the women in crisis and supporting them. The quality of the vendor services provided to these women is of utmost importance to Real Alternatives. This dedication to the quality of service is reflected in the RAPID Service Provider Selection Process. Once a potential vendor service provider expresses interest in becoming a vendor service provider for the program after being contacted by Real Alternatives, the potential vendor service provider is asked if they meet the minimum requirements for the program. The minimum criteria required for potential vendor service providers is that they:

- ♦ are a 501(c) 3 tax exempt organization
- ♦ operate an alternative to abortion program that has a stated policy of actively promoting childbirth instead of abortion
- ♦ maintain a pro-life mission and agree not to promote abortions, refer women for abortions, or counsel women to have an abortion as an option to a crisis pregnancy
- ♦ be physically and financially separate from any entity that advocates for abortion, performs abortions, counsels women to have abortions, or refers women for abortion
- ♦ provide core services consisting of information and counseling that promotes childbirth instead of abortion and assists pregnant women in their decision regarding adoption or parenting
- ♦ understand that the funding for alternative to abortion services under this program does not include funding for the provision, referral, or advocacy of contraceptive services, drugs, or devices
- ♦ are nondiscriminatory
- ♦ agree not to promote religion during government-funded contract services
- ♦ have been in operation a minimum of one year providing core alternative to abortion crisis intervention services to women in a crisis/unexpected pregnancy
- ♦ serve low-income clients
- ♦ do not charge a fee for program services to eligible clients
- ♦ provide a physical site that is handicapped accessible, or that they have the capability to make special provisions to provide program services to persons with disabilities.

Based upon their response to the minimum requirements evaluation, a potential vendor service provider is required to submit a binder of backup documents for review by Real Alternatives. Such documents include at a minimum:

- ♦ proof of IRC 501 (c) 3 tax-exempt status with federal tax number
- ♦ a copy of the Corporate Articles of Incorporation and Amendments filed with the Secretary of State
- ♦ a copy of the Bylaws of the Corporation
- ♦ policy and procedures manual that include a confidentiality policy
- ♦ board of directors or equivalent governing body
- ♦ counseling training materials
- ♦ proof of general liability insurance for sites where services are rendered, as well as automobile and workers compensation insurance.

All material will be reviewed and if the program criteria are met, a visual inspection of the site is

arranged and observed. Upon completion of the visual site inspection, a written evaluation is completed along with the Evaluator's recommendation. The Vice President of Operations then reviews all documents and makes a recommendation to the President & CEO. If the President & CEO approves the potential vendor service provider, then DCH will be informed. An agreement will be offered to the new potential vendor service provider.

Real Alternatives estimates it will contract with between 17- 25 total pro-life vendor service provider sites located throughout Michigan to serve women in need.

Service Provider Training and Monitoring

Upon successful completion of the approval process, the vendor service provider's personnel and volunteers are trained on program compliance. Real Alternatives will accelerate the training through the use of the RAPID Training Process. Vendor service providers are retrained every year on program requirements and compliance. In addition to annual training, each vendor service provider receives on-site and/or remote monitoring for program compliance annually. Monitoring reports on the vendor service provider's physical site, program compliance, and corporate changes will be prepared by Real Alternatives' staff, annotating deficiencies and corrective actions taken. The site monitoring reports will appear in the quarterly reports to DCH.

Quality assurance of services is accomplished by Real Alternatives in multiple ways:

1. initially by the vendor service provider screening process and approval process, then
2. by the training process accomplished by Real Alternatives at counselor training, then
3. by having each counselor sign a certification statement of understanding of important program rules before the forms submitted by them are reimbursed in the system, and
4. finally by monitoring each vendor service provider for programming contract compliance once a year starting in 2015.

Those vendor service providers with multiple sites will have two or more site monitorings performed by the Real Alternatives.

Vendor Service Provider monitoring encompasses three parts. During the Corporate Administration and Program Profile Review, the following is reviewed:

- Review of policy and procedure manuals and documentation of Board of Directors approval (manuals include: Non-Discrimination Policy, Confidentiality Policy, Sexual Harassment Policy, Spiritual Issues Policy, Abortion/contraception Policy, internal client grievance procedures, Limited English Proficiency Policy, Adoption Policy);
- Review of counselor training plan, counseling skills training, training materials, assessment and ongoing training;
- Review of corporate documents (Mission statement, board of directors listing, articles of incorporation, by-Laws, non-profit status);
- Review of program operations (including, Client intake form, Client services, primary client referral sources, provider referral resource list, pregnancy test requirements, client educational materials, and staff/volunteer training procedures)

During the Facility Inspection, the following is reviewed:

- Inspection of facility including: waiting area, counseling areas lavatories, fire safety procedures and equipment,
- review of literature, review of current counselor child abuse clearance, handicap accessibility, confidential handling of client files, review of service site website and/or yellow page ads.

During the Reimbursement Compliance Review, the following is reviewed:

- Review of randomly selected client files for accuracy of billing.

Service Provider Reimbursement Method

In the area of vendor service provider reimbursement, service providers are reimbursed as vendors for the core and support services rendered to women on a "fee-for-service" type of arrangement. The minimum rates for reimbursement are \$1.09 per minute for counseling time and referral time; \$21.80 per class per client; \$10.90 per client self-administered pregnancy test kit, \$10.90 per food, clothing, and/or furniture pantry visits not to exceed four visits per pantry type; and, \$5.45 per online client data collection form. This performance driven reimbursement system rewards vendor service providers who take their program reimbursement and reinvest in their services by opening more centers and hiring more counselors to serve more women in need. By serving more women, these centers receive more reimbursement. No money is "given" to the vendor service providers – they earn it. By using the prime contractor/subcontractor model, vendor service providers do what they do best, one-on-one counseling and mentoring instead of government contracting, and the prime contractor does what it does best, government program administration and client outreach.

This approach results in the Michigan Pregnancy and Parenting Support Services Program maximizing focus and performance for the prime contractors and vendor service providers.

One confidential form is required for the billing system. The client fills out the form containing personal and demographic information and signs it to confirm a person was served that day of service. The form the client fills out allows each client to have the ability to register a complaint or comment at each visit throughout the state using the same method that has been successfully used in the Pennsylvania program for 18 years. Each form will have a telephone number that clients can call to register a complaint about any services provided to them at the vendor service provider level to Real Alternatives. Complaint calls are followed up by Executive Staff.

Real Alternatives will use the RAPID Online Data Collection, Billing, and Reporting Systems software to receive monthly billing from the service providers; process the demographic, billing, and performance data; and submit the services bill to the DCH for reimbursement along with administrative and outreach costs. Once reimbursement occurs from DCH then Real Alternatives will reimburse the vendor service providers.

Charitable Choice Act – Faith-Based Organization Policy

Real Alternatives will implement the present RAPID faith-based policy currently being used in Pennsylvania, Michigan, and Indiana. A faith-based service provider which includes among its activities worship, religious instruction, proselytization or other inherently religious programs cannot be funded for those activities under the Michigan Pregnancy and Parenting Support Services Program. Reimbursement is prohibited for worship services, bible study, prayer meetings, prayer with a client during the program visit, or any form of proselytization, i.e., to recruit members for religious conversion.

If a vendor service provider does engage in such activities with a client in the pregnancy and parenting support program, those activities must occur separately, in time or location, from services provided pursuant to the contract with Real Alternatives. By the way of example of what may constitute separateness in place, if a vendor service provider occupies a building with a single entrance and provides counseling in one of its rooms, it may, with a signed request from a client, immediately after program counseling, engage in spiritual or religious activity with the client in a separate room in the building, with a different spiritual or religious counselor – a person other than the one who provided service under the contract.

An example of separation in time would permit a different spiritual counselor to meet with a client, if the client signs a request, after the counselor providing client services under the Michigan Pregnancy and Parenting Support Services Program, leaves the room.

Participation in religious/spiritual activities by a client must be voluntary, and the client must understand that refusal to participate in religious activities will not disqualify her from receiving services under the program. An approved request form must be provided to the client before any such religious activity occurs to assure that voluntary, informed consent is provided by the client.

A vendor service provider under the contract may retain religious terms in its organization name, select its board members on a religious basis and include religious references in its organization's mission

statements and other governing documents. It cannot, however, include any religious activity or program with client services and must certify to Real Alternatives that it complies with its contract requirements.

Program Client Services

The primary purpose of the Michigan Pregnancy and Parenting Support Services Program is to provide core services consisting of information, education, and counseling that promotes childbirth instead of abortion and assists pregnant women in their decision regarding adoption or parenting. The program also provides support services including client self-administered pregnancy test kits, baby food, maternity and baby clothing and baby furniture, information and education, and referrals for other services for the needs of the women and newborn. The information and education provided under support services includes topics regarding infant care, adoption, or parenting.

The enabling legislation for the Michigan Pregnancy and Parenting Support Services Program states the program must promote childbirth and alternatives to abortion. Vendor service providers are to provide free counseling, support, and referral services to eligible women during pregnancy, and through 12 months after birth. As appropriate, the goals for client outcomes shall include an increase in client support, an increase in childbirth choice, an increase in adoption knowledge, an improvement in parenting skills, and improved reproductive health through abstinence education.

Real Alternatives, through the vendor service providers, will offer a comprehensive umbrella of core and support services that provide women direct support during and after the crisis/unexpected pregnancy.

For those in a crisis/unexpected pregnancy, core services are delivered by providing direct counseling support during the parenting and adoption decision. Services include:

- ♦ crisis intervention counseling and case management in a non-judgmental atmosphere
- ♦ education on fetal development and the health and nutritional needs of pregnant women, including books, videos, brochures, and fetal models
- ♦ abortion information - what it is, what it does, and negative outcomes associated with it
- ♦ pre- and post-natal education; pregnancy and certified childbirth classes
- ♦ access to information on medical care, hospital clinics, doctors, health care facilities, and other professional services; assistance with identifying drug and alcohol programs, if needed
- ♦ adoption service information
- ♦ life-skill training for parenting and nutritional needs
- ♦ availability of other community social services
- ♦ tangible aid in the form of maternity clothes
- ♦ other programs for the physical and emotional needs of women experiencing the stress of a crisis/unexpected pregnancy

For women who have given birth, support services are delivered by providing direct parenting or adoption support because of their decision not to abort. These services take the form of:

- ♦ parenting counseling and classes
- ♦ education referrals for upgrading skills or obtaining a GED
- ♦ child care referrals
- ♦ mentoring
- ♦ information on Women Infants and Children (WIC) programs
- ♦ job service and vocational training opportunities availability
- ♦ tangible aid in the form of baby and infant items and other needed supplies

For those who come to our Service Providers thinking they may be experiencing a crisis/unexpected pregnancy but are unsure, client self-administered pregnancy test kits are always available. For those in this category who are found to be not pregnant, services include:

- ♦ information on the risks of sexually transmitted diseases
- ♦ relationship counseling
- ♦ decision making education
- ♦ chastity classes
- ♦ teen pregnancy prevention programs

- ♦ other counseling offered to modify risk-taking behavior.⁴

This umbrella of services allows Real Alternatives to provide direct support services so women do not feel the need to have an abortion now or in the future, as well as provide programs that work to prevent the circumstances that might lead to the perceived need for an abortion in the first place. With the ability to provide a wide range of readily available nearby services to Michigan women, they are empowered to make more informed choices concerning their child, as well as begin to plan for a future that will include independence and self-sufficiency. The consistent provision of these services over a significant period of time provides a better opportunity for counselors to help women who desire to change their status from a dependent mother to an independent mother.

Program Administration Services

Real Alternatives will provide the following program coordination services: seek out, approve and sign contracts with qualified vendor service providers to deliver core services to clients; train approved vendor service providers in program requirements; ensure that only program trained and approved counselors submit for reimbursement under the program; conduct annual on-site and remote monitoring of the vendor service providers using to ensure subcontract and program compliance; conduct annual education material purchase for clients; conduct annual professional education conference for program counselors; conduct statewide program advertising; provide to DCH monthly financial reports of expenses and reimbursement requests for the next quarter's services; provide quarterly reports of statewide vendor service provider performance to DCH including clients served and total visits by age and by county, as well as hotline referrals and patches by age and by county.

Program Educational Material Purchase

While the vendor service providers' counselors are providing services to clients, Real Alternatives staff will implement a substantial RAPID Client Education Materials Purchase during contract year 2015/2016 of the grant. Again, the state of Michigan will be able to save development time and money by using material which have already been reviewed for currency and accuracy under the RAPID system. Vendor relationships already established by Real Alternatives will be able to be used resulting in appropriate mass quantity discounts. Real Alternatives, with 18 years of experience serving a diverse population of women in crisis pregnancies in the sixth largest state in the US, will continue to develop special education and information materials tailored for the Michigan program.

Program Advertising

Many women choose not to abort once they are aware there is someone available to assist them during their parenting or adoption decision. Advertising is imperative to inform women that there are people and this program in the state of Michigan to help them. Now that a large number of vendor service providers sites are approved and providing services, the RAPID marketing system will be used to conduct a targeted social media campaign of the RAPID 1-888-LIFE-AID hotline patch system. (See below). As the program grows north geographically to cover the entire state of Michigan, advertising will follow the growth.

Real Alternatives will use the social media ads developed and tested over the years in the Pennsylvania, Indiana and Michigan programs that have been specifically tailored to reach women in a crisis/unexpected pregnancy who are unsure whether to abort or not. Using the methods perfected over the years, media buying will accomplished by Real Alternatives.

The RAPID LIFE-AID hotline patch system provides a trained, bilingual, crisis intervention telephone counselor to provide brief initial counseling and determine where the caller is calling from. The caller is then patched to a counselor at an approved vendor service provider nearest to her. For those clients searching the internet, referrals are made from the existing bilingual Real Alternatives website www.RealAlternatives.org, which has been adapted for use by Michigan citizens. That website is updated with the latest new service providers immediately once the vendor service providers sign, agree to contract terms, and have been trained by Real Alternatives. To ensure program compliance, only approved vendor service providers who meet program requirements and have contractually agreed to them with Real Alternatives will be listed in these referral sources.

The telephone number 1-888-LIFE-AID, is a national toll-free number owned by Real Alternatives. In order to save costs, the LIFE-AID number is the entry point for the entire Michigan Pregnancy and Parenting Support Services Program. As such, all media, FaceBook and Google ads, brochures, television, and future radio ads will advertise it. During contract year 2015/16 the advertisement budget is high so that Real Alternatives may continue to inform the women of Michigan of the program's existence. As the program grows to the north of the state, advertising will follow. As new clients are referred to vendor service providers, increased reimbursement follows the increase in services. As services and reimbursement increases, reinvestment by the vendor service providers in staff and centers builds more capacity for them to serve more clients.

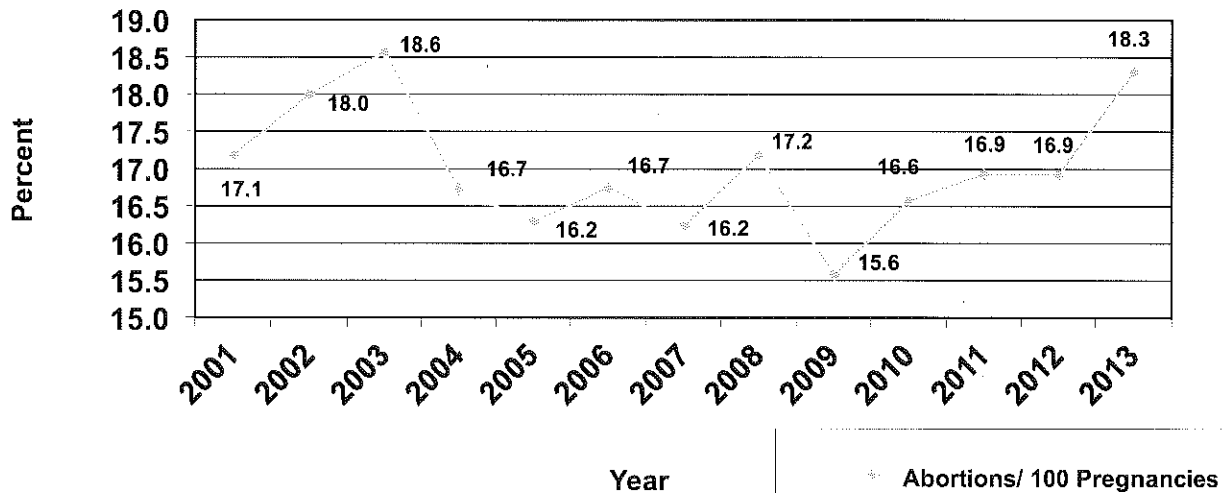
Program Professional Development Conference for Counselors/mentors

Real Alternatives will create, plan, and conduct an Annual Program Services Provider Conference for service provider counselors and mentors serving women under the Michigan Pregnancy and Parenting Support Services Program. Counselors and mentors will be invited to the centrally located Conference. Speakers will be hired to provide talks on topics of interest that can assist counselors and mentors as they serve the needs of women in unexpected pregnancies.

ASSUMPTIONS

This work plan is based on the assumption that DCH will continue to promptly reimburse Real Alternatives monthly for program services expenses that have occurred.

Michigan Abortion Choice Percent



APPENDICES

Exhibit 1 /

"The Michigan Abortion Choice Percentage" is calculated by taking the Total MI Resident Abortions and dividing that number by the sum of the Total MI Resident Abortions and Total MI Resident Live Births. All figures used to track this outcome are obtained from the *Michigan Health Statistics*, the Michigan Department of Community Health website. The Abortion Choice Percentage represents the percentage of women who chose to undergo abortions out of the total population of women who could. General program impact can be measured because pregnant women who receive support and encouragement through alternative to abortion services are empowered to choose childbirth rather than abortion.

Exhibit 2: END NOTES

¹ The RAPID system includes the following copyrighted and proprietary information and material which belongs to and shall remain the exclusive property of Real Alternatives: all software, documents, checklists, staff training materials, service provider user guides, billing systems, and program management tools used to administer a regional Michigan Pregnancy and Parenting Support Program. The RAPID system is not a deliverable under this grant agreement.

² Often when faced with a crisis pregnancy, women delay prenatal care resulting in low birth weight babies that increases health care cost and high infant mortality rates. National Prevention Council, *National Prevention Strategy*, Washington, DC:

U.S. Department of Health and Human Services, Office of the Surgeon General, 2011

A prior first trimester induced abortion has been found to be an irreversible risk factor associated with preterm birth. *Immutable Medical Risk Factors Associated with Preterm Birth*. Preterm Birth: Causes, Consequences, and Prevention. Institute of Medicine, 2007, pp. 625.

In addition, for every \$1.00 spent on prenatal care, approximately \$3.38 to \$11.00 could be saved in Neonatal Intensive Care Unit costs. "Preventing Low Birth Weight Summary", *Committee to Study the Prevention of Low Birth Weight, Division of Health Promotion and Disease, the Pennsylvania Department of Health*. The United States currently spends just \$1 to prevent sexually transmitted diseases for every \$43 spent treating the 12 million cases diagnosed each year... teenagers suffer a staggering 3 million cases a year. "STDs are Labeled Hidden Epidemic", *The Harrisburg Patriot*, Nov. 20, 1996, A5. STDs cost the U.S. health care system \$17 billion every year—and cost individuals even more in immediate and life-long health consequences. *Sexually Transmitted Disease Surveillance Report 2010*, Centers for Disease Control and Prevention.

³ Lowering abortions can lower the incidence of breast cancer. A Turkish study done between 2000 and 2006 showed induced abortion significantly associated with increased breast cancer. *World Journal of Surgical Oncology* 2009, 7:37 doi:10.1186/1477-7819-7-37 This article is available from: [HYPERLINK](http://www.wjso.com/content/7/1/37)

"<http://www.wjso.com/content/7/1/37>" <http://www.wjso.com/content/7/1/37> © 2009 Ozmen et al; licensee BioMed Central Ltd.

In a study of eight European countries, researchers concluded that the increase in breast cancer incidence appears to be best explained by an increase in abortion rates and lower fertility. *The Breast Cancer Epidemic: Modeling and Forecasts Based on Abortion and Other Risk Factors*, Journal of American Physicians and Surgeons, Vol. 12, No. 3, Fall 2007, pp. 72-78.

A study of 1,451 women who developed breast cancer before the age of 40 had a 90 percent increase in the incidence of breast cancer if they aborted their first pregnancy versus those women who delivered their first baby. "An Early Abortion and Breast Cancer Risk Among Women Under Age 40," Howe, H.L., Bzduch, H., Hezfeld, P., *International Journal Epidemiology*, 18:300-304. Additionally, women under age 18 who had an abortion after the eighth week of pregnancy increased their risk of breast cancer by 800 percent. "Risk of Breast Cancer Among Young Women: Relationship to Induced Abortion", *Journal of the National Cancer Institute*, 88:21, November 2, 1994. There is an overall 30 percent risk increase attributable to induced abortion based on meta-analysis of 30 years of studies. Brind, et al. (1997), *J. Epidemiol Community Health* 50:481-496. According to Dr. Angela Lanfranchi, abortion causes breast cancer in about 5% of women who have an abortion. This results in approximately 10,000 cases a year of breast cancer that can be attributed to abortion. After an induced abortion, the female is exposed to very high levels of mitogen and estrogen. This would leave her breast with more places for cancers to start. "The Breast Physiology and the Epidemiology of the Abortion Breast Cancer Link", *Imago Hominis*, 2005, pp. 228-236. The Breast Cancer Prevention Institute claims that the more estrogen a woman is exposed to in her lifetime, the higher her risk for breast cancer. Abortion in women under 18 and over 30 years old carries the greatest risk of getting breast cancer. "The Biologic Cause of the Abortion Breast Cancer Link: The Physiology of the Breast", *Breast Cancer Prevention Institute*, May 2004 (revised). Studies have shown that women who have ever used early formulations of oral contraceptives and who also have a first-degree relative with breast cancer may be at a particularly high risk for breast cancer. Women with a strong family history who have used more recent lower-dosage formulations of oral contraceptives should be advised of the risks regarding oral contraceptive use and breast cancer. "Oral Contraceptives and Breast Cancer: A Note of Caution for High-Risk Women", *The Journal of the American Medical Association*, Vol. 284, No. 14, October 11, 2000, pp. 1-6.

A 2009 study reports that oral contraceptive use contributes to younger women developing breast cancer particularly a type called triple-negative that is aggressive, more difficult to treat and has higher mortality rates. Among women ≤ 40 years of age, the risk for breast cancer overall, and the risk of non-triple-negative breast cancer increased with younger age at first use. Dollé, Jessica M. and Daling, Janet R. *Risk Factors for Triple-Negative Breast Cancer in Women Under the Age 45 Years*. *Cancer Epidemiology, Biomarkers & Prevention* 2009; 18(4) April 2009, pp. 1157-1166.

Those who abort a first pregnancy are at a greater risk of subsequent long term clinical depression.... (Summer 2003) "Clinical Depression Linked to Abortion", *British Medical Journal*, 1992, pp. 151-152. Results of a New Zealand study suggest that women who experience distress as a result of having an abortion are more likely to have subsequent mental health problems. *Reactions to abortion and subsequent mental health*, The British Journal of Psychiatry, May 2009, Vol. 195, pp.420-426

⁴ Abstinence education meets the two-prong goal of lowering unexpected pregnancies and sexually transmitted diseases. While going through a process of emotional growth in adolescence, teens frequently get involved in risky sexual behaviors that expose them to unexpected pregnancy and sexually transmitted infections. Researchers have found that abstinence-only sex education intervention programs are effective in the prevention of unintended adolescent pregnancies. "Adolescent Pregnancy Prevention: An Abstinence-Centered Randomized Controlled Intervention in a Chilean Public High School", *Journal of Adolescent Health*, 2005, pp. 64-69. Promising programs to improve reproductive health outcomes include those that focus on early childhood investments, that involve teens in school and in outside activities (including youth development in combination with sexuality education and community volunteer learning), and those that send nurses to visit teenage mothers, which reduce their chances of becoming pregnant again. "Preventing Teenage Pregnancy,

Childbearing, and Sexually Transmitted Diseases: What Research Shows", *Child Trends Research Brief*, May 2002, pp. 1-10. True abstinence education programs help young people to develop an understanding of commitment, fidelity, and intimacy that will serve them well as the foundations of healthy marital life in the future. Abstinence education programs have repeatedly been shown to be effective in reducing sexual activity among their participants. "The Effectiveness of Abstinence Education Programs in Reducing Sexual Activity Among Youth", *The Heritage Foundation*, April 8, 2002, pp. 1-12. The Institute for Research and Evaluation conducted more than 100 evaluations of abstinence education interventions in 30 states over the past 15 years and found that well-designed and well-implemented abstinence education programs can reduce teen sexual activity by as much as one-half over a period of one to two years. *Abstinence" or "Comprehensive" Sex Education?* The Institute for Research and Evaluation, 2007.

The Birth Control Pill, Norplant, IUD, diaphragm, cervical cap, sponge, Depo-Provera and spermicides do not protect against STDs. "Preventing STDs," Wills, Judith Levine, *FDA Consumer*, Publication No. (FDA) 94-1210, June 1993. Latex Condoms may reduce but cannot eliminate the risks of contracting STDs. "Sexually Transmitted Diseases", Nestor, Lynn Paige, MSN, and O'Connell, Michelle Brott, BSN, *U.S. Department of Health & Human Services, Public Health Service*. U.S. Food and Drug Administration tests designed to measure the leakage of viral particles through latex condoms reveal significant leakage of HIV-sized particles under some conditions for one-third of the condoms tested. *Sexually Transmitted Diseases*, July - August, 1992, 194, 230-234. A U.S. government study revealed no proof that condoms prevent the transmission of the most common sexually transmitted infections, including gonorrhea, chlamydial infection, trichomoniasis, genital herpes, syphilis, chancroid, and HPV-associated diseases. "Workshop Summary: Scientific Evidence of Condom Effectiveness for Sexually Transmitted Disease (STD) Prevention," *National Institutes of Allergy and Infectious Diseases, National Institutes of Health, Department of Health and Human Services*. July 20, 2001. There's no absolute guarantee that a person won't get a sexually transmitted disease even when using a condom.

<http://www.fda.gov/ForConsumers/byAudience/ForPatientAdvocates/HIVandAIDSActivities/ucm126372.htm> accessed 5/31/12 Page Last Updated: 07/22/2010

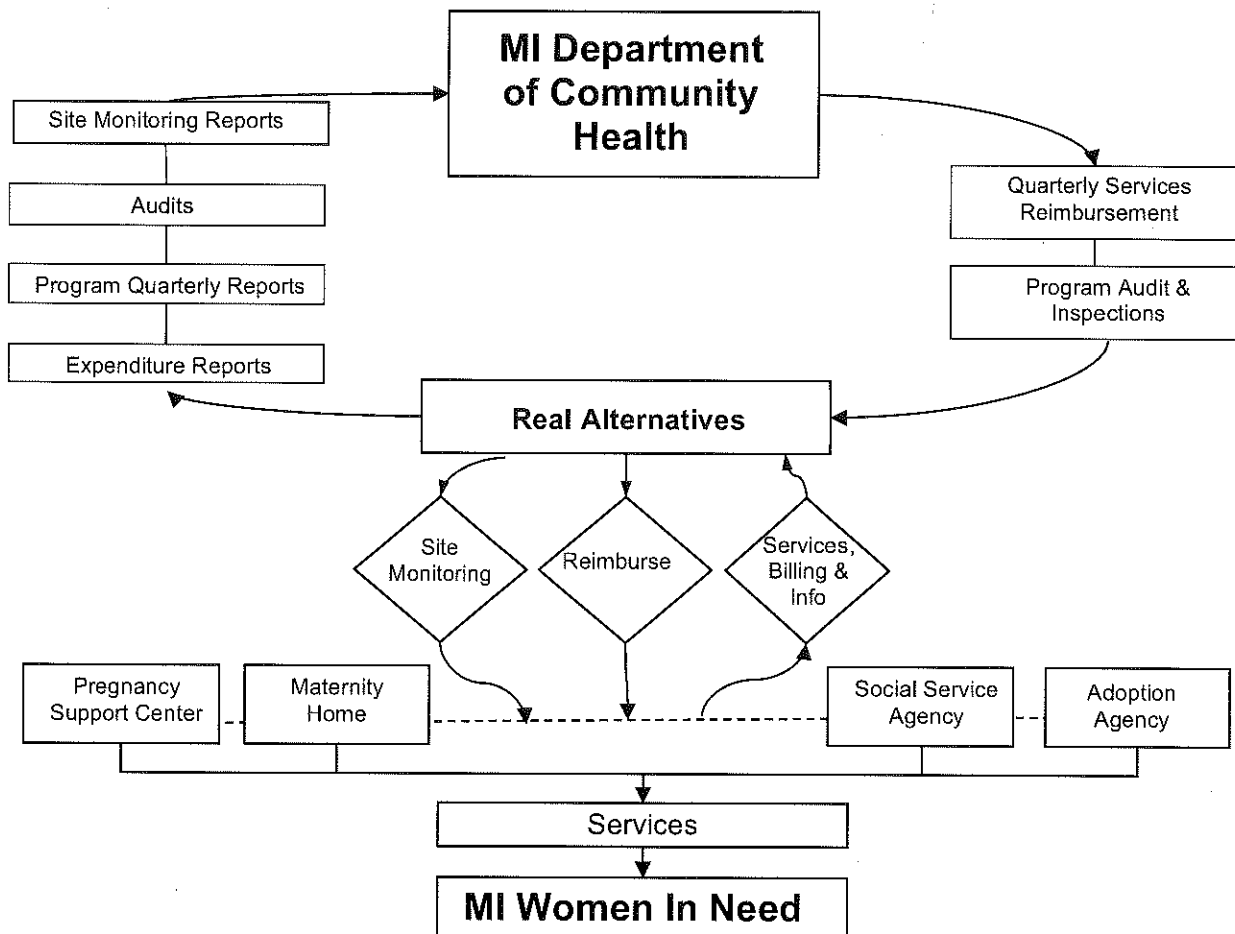
A large number of teens and some adults may be engaging in oral sex to prevent pregnancy and sexually transmitted diseases. However, a report from the National Center for Health Statistics (a division of the CDC) cited evidence that HIV, gonorrhea, Chlamydia, chancroid, and syphilis can all be transmitted through oral sex. "Oral Sex is Common Among Teens to Prevent STDs and Pregnancy", *MedPage Today*, September 16, 2005, pp. 1-4. Herpes, gonorrhea, syphilis, hepatitis A, B, and C, and HIV all can be transmitted through oral sex. <http://teens.webmd.com/rm-quiz-safe-sex> accessed 5/31/12 Page last Reviewed by Brunilda Nazario, MD on August 26, 2011.

When compared to teens that are not sexually active, teenage boys and girls who are sexually active are significantly less likely to be happy and more likely to feel depressed. Also, when compared to teens that are not sexually active, teenage boys and girls who are sexually active are significantly more likely to attempt suicide. "Sexually Active Teenagers Are More Likely to be Depressed and to Attempt Suicide", *The Heritage Foundation*, June 2, 2003, pp. 1-8.

Females with a history of casual sex report most depressive symptoms. For females, as the number of sexual partners increase, depressive symptoms increase as well. *No Strings Attached: The Nature of Casual Sex in College Students*, *The Journal of Sex Research*, Vol. 43, No. 3, August 2006, pp. 255-267. STDs are one of the most critical health challenges facing the nation today.

A CDC study estimated that 1 in 4 (26%) young women between the ages of 14-19 years old in the United States are infected with at least one of the most common sexually transmitted diseases. Nationally Representative CDC Study Finds 1 in 4 Teenage Girls Has a Sexually Transmitted Disease, *2008 National STD Prevention Conference*, Press Release, March 11, 2008.

Exhibit 3



EXHIBIT

BB

Amendment No. 5 to the
Agreement Between
Michigan Department of Health and Human Services
(formerly Michigan Department of Community Health)
and
Real Alternatives
for
Michigan Pregnancy and Parenting Support Services Program

1. Period of Agreement

This agreement shall commence on October 1, 2013 and continue through September 30, 2016. This agreement is in full force and effect for the period specified.

2. Program Budget and Agreement Amount

This amendment does not change the total or Department's agreement amount of the original agreement.

3. Amendment Purpose

The purpose of the amendment is to modify the budget categories to reflect current spending, as shown on the Attachment B budget pages.

4. **Original Agreement Conditions**

It is understood and agreed that all other conditions of the original agreement remain the same.

5. **Special Certification**

The individual or officer signing this amendment certifies by his or her signature that he or she is authorized to sign this amendment on behalf of the responsible governing board, official or contractor.

6. **Signature Section**

For the Michigan Department of Health and Human Services

Kim Stephen 3/15/16
Kim Stephen, Director, Bureau of Purchasing Date

For the CONTRACTOR:

KEVIN I. BAGATTA PRESIDENT FLEO
Name (print) Title (print)
Kevin I. Bagatta 3/3/2016
Signature Date

Statement of Work

Michigan Pregnancy and Parenting Support Services Program

October 2013 – September 2016

1. Describe the core program elements and the manner in which services will be delivered.
 - a. Describe the individuals who will be eligible to receive services in the program, including any income or residency requirements, and any limitations due to race, gender, ethnicity, age or religion.
 - b. Describe the geographic areas within the State where program services will be provided.
 - c. Describe the core services that will be provided to eligible clients that promote childbirth instead of abortion, and that assist pregnant women with their decision regarding parenting or adoption.
 - d. In addition to the core services, describe the additional support services that will be available to eligible clients in the program.
 - e. Describe the advertising, outreach and marketing efforts that may occur to advise potential eligible clients of the availability of program services.
 - f. Describe how potential clients will access program services.
2. Describe the network of program service providers and counselors, and how they become eligible to provide approved program services.
3. Describe the plan for data collection of required program reporting; and the plan for program quality assurance monitoring, including site reviews and financial accountability.

Program Objectives

1. Assist pregnant women in Michigan to maintain pregnancy and achieve positive healthy pregnancy outcomes through provision of pregnancy support services and referrals to care.
 - a. Provide compassionate, caring and free services through approved life-affirming pregnancy support centers, social service agencies, maternity homes and adoption agencies
 - b. An evaluation of the client's needs is made by the counselor during the counseling sessions.
 - c. Provide pregnancy and parenting support services support utilizing trained crisis intervention counselors (degreed, non-degreed and volunteers)
 - d. Provide referrals to other available community services to support pregnant woman who are experiencing unplanned/crisis pregnancies, including referrals for prenatal and pediatric care, medical care, social services, and other supports as required and available.
 - e. Ensure client feedback is obtained to assure client support during crisis and counseling interventions.
2. Assist new Michigan parents establish positive parenting practices through provision of parenting support services.
 - a. Provide counseling and parenting education and referrals to pediatric care, social services, child care, financial support, housing, education for improving skills or obtaining a GED, job service and vocational training programs
 - b. Provide parenting support utilizing trained counselors (degreed, non-degreed and volunteers)
3. Assist women in Michigan who thought they were experiencing an unplanned/crisis pregnancy, but who are found to be not pregnant.

- a. Provide information on the risks of sexually transmitted diseases, relationship counseling, decision-making counseling, chastity information, teen pregnancy prevention programs, and other counseling to modify risk-taking behavior
 - b. Provide services to women in this category utilizing trained counselors (degreed, non-degreed and volunteers)
4. Serve approximately 4500 women and parents of infants at approximately 12000 visits.
5. Have Service Providers establish and maintain referral lists to life-affirming Michigan public and nonprofit organizations providing care to mothers and infants to assure ongoing care and services.
 - a. Each Service Provider Organization must have the appropriate referral resources to serve clients with essential and beneficial referrals including:
 - i. Referrals for prenatal and pediatric care.
 - ii. Referrals for medical care.
 - iii. Referrals for social services organizations and support services such as:
 - i. WIC, or other nutrition programs; MIHP, or other home visiting programs; local Department of Human Services; local health department; adoption agencies; child care; financial support; housing; education for improving skills or obtaining a GED; job service and vocational training programs; or transportation services as needed.
 - b. Service Provider Organizations are responsible to assure that referral sources are pro-life and continue to be pro-life.
 - c. Service Provider Organizations are responsible to evaluate referral organizations to assure they comply with client service needs.
 - d. Information concerning referral resources will be obtained at each site Monitoring.
6. Assure that program vendor Service Providers:
 - a. Are a nonprofit organization with 501(c)3 tax exempt status
 - b. Operate an alternatives to abortion program that has a stated policy of actively promoting childbirth instead of abortion
 - c. Maintain a pro-life mission and agree not to promote, refer, or counsel abortion as an option to a crisis or unplanned pregnancy
 - d. Are physically and financially separate from any entity that advocates, performs, counsels, or refers for abortion
 - e. Understand that the funding for alternative to abortion services under this program does not include funding for the provision, referral, or advocacy of contraceptive services, drugs, or devices
 - f. Provide core services consisting of information and counseling that promotes childbirth instead of abortion, and assists pregnant women in their decision regarding adoption or parenting
 - g. Are nondiscriminatory
 - h. Agree not to promote the teaching or philosophy of any religion or religious organization while providing program services to the client
 - i. Have been in operation a minimum of one year providing core alternative to abortion services to women in a crisis pregnancy
 - j. Provide abstinence education as the best and only method of avoiding unplanned pregnancies and sexually transmitted infections
 - k. Agree to serve all eligible clients, including those with Limited English Proficiency
 - l. Will annually verify that all staff and volunteers have current Michigan State Police and Child Abuse background check clearances
 - m. Maintain client confidentiality
 - n. Will submit their counselor training materials, and policies and procedures manual for evaluation
 - o. Do not charge a fee for services to eligible clients.
 - p. Provide handicapped accessible services.

7. Assure Service Provider compliance with program policies and objectives, including:
 - a. Initial and annual site monitoring of Service Provider sites performed as described in the program description entitled: Michigan Pregnancy and Parenting Support Services Program, October 2013 – September 2016
 - b. Assure accurate record-keeping of client eligibility
 - c. Assure accurate submission of billing forms
 - d. Assure all services are provided in a respectful and non-judgmental manner
 - i. Assure all services are provided to eligible clients with limited English, hearing or visual capabilities
 - ii. Assure all services are provided with appropriate cultural sensitivities
 - e. Assure financial accountability through program site monitoring.
 - f. Ongoing quality assurance measures performed as described in the program description entitled: Michigan Pregnancy and Parenting Support Services Program, October 2013 – September 2016
8. Assure compliance with program reporting requirements. Quarterly Reports are to be submitted to DFCH@michigan.gov by 45 days after the end of the quarter. The Quarterly Reports will, at a minimum, provide a total accounting of the following activities of the Service Providers:
 - a. Monitoring activities completed;
 - b. Monitoring Report findings for each site monitored and subsequent corrective actions taken;
 - c. Technical assistance provided;
 - d. Follow-up on site monitoring findings for Service Providers;
 - e. Direct service activities such as information/services provided or referrals made;
 - f. Significant Project(s) Status Report(s) including a brief narrative of projects described in the Work Plan, and any other significant projects or activities;
 - g. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by their county of residence, and their age reported by the following age groups:
 1. Less than 16 years old;
 2. 16 years old through 20 years old;
 3. 21 years old through 25 years old;
 4. 26 years old through 30 years old;
 5. 31 years old through 35 years old;
 6. 36 years old through 40 years old;
 7. 41 years old through 45 years old;
 8. 46 years old and older.
 - h. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by race, by county, by age (White, African American, Native American, Asian, multi-racial, unknown/not declared)
 - i. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by ethnicity, by county, by age (Hispanic, non-Hispanic)
 - j. The number of visits by pregnant women, non-pregnant women and parenting women (separate reports for each of these three client types), by county, by age.
 1. Hotline calls from Michigan and number of subsequent referrals to Service Providers
 2. Public Information activities in Michigan
 - k. Report number of Service Provider referrals by type:
 1. Prenatal care providers
 2. Pediatric care providers

I. Report of client outcomes

1. Number of clients indicating they are choosing childbirth
2. Number of clients who visited or are planning to visit a health care provider for prenatal care.
3. Number of clients who have taken their child to a pediatric appointment.
4. Number of clients with infants up to date in immunizations.
5. Number of clients who felt supported at the end of their counseling session.

PROGRAM BUDGET SUMMARY

MICHIGAN DEPARTMENT OF HEALTH AND HUMAN SERVICES

View at 100% or Larger
Use WHOLE DOLLARS Only

PROGRAM Michigan Pregnancy and Parenting Support Services Program			DATE PREPARED 3/2/2016		Page 1	Of 3
GRANTEE NAME Real Alternatives			BUDGET PERIOD From: 10/1/2013 To: 09/30/2016			
MAILING ADDRESS (Number and Street) 7810 Allentown Blvd., Suite 304			BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT ►		AMENDMENT # 5	
CITY Harrisburg	STATE PA	ZIP CODE 17112	FEDERAL ID NUMBER 23-2868660			

EXPENDITURE CATEGORY				TOTAL BUDGET
1. SALARIES & WAGES				
2. FRINGE BENEFITS				
3. TRAVEL				
4. SUPPLIES & MATERIALS				
5. CONTRACTUAL (Subcontracts/Subrecipients)				
6. EQUIPMENT				
7. OTHER EXPENSES				
Administrative Expenses				\$184,798/
Services Expenses				\$1,315,202
8. TOTAL DIRECT EXPENDITURES (Sum of Lines 1-7)	\$0	\$0	\$0	\$1,500,000
9. INDIRECT COSTS: Rate #1 %				
INDIRECT COSTS: Rate #2 %				
10. TOTAL EXPENDITURES	\$0	\$0	\$0	\$1,500,000

SOURCE OF FUNDS

11. FEES & COLLECTIONS				
12. STATE AGREEMENT				\$1,500,000
13. LOCAL				
14. FEDERAL				
15. OTHER(S)				
16. TOTAL FUNDING	\$0	\$0	\$0	\$1,500,000

AUTHORITY: P.A. 368 of 1978

COMPLETION: Is Voluntary, but is required as a condition of funding

The Department of Health and Human Services is an equal opportunity employer, services and programs provider.

PROGRAM BUDGET – COST DETAIL SCHEDULE

MICHIGAN DEPARTMENT OF HEALTH AND HUMAN SERVICES

Page 2 Of 3

View at 100% or Larger
Use WHOLE DOLLARS Only

PROGRAM Michigan Pregnancy and Parenting Support Services		BUDGET PERIOD		DATE PREPARED
		From: 10/1/2013	To: 9/30/2016	3/2/2016
GRANTEE NAME Real Alternatives		BUDGET AGREEMENT		AMENDMENT # 5
		<input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT		
1. SALARY & WAGES POSITION DESCRIPTION	COMMENTS	POSITIONS REQUIRED	TOTAL SALARY	
President & CEO		1	\$56,413	
VP – Administration		1	\$18,289	
Assistant Director of Finance		1	\$1,777	
Accountant		1	\$5,372	
Bookkeeper		1	\$3,831	
			\$0	
			\$0	
1. TOTAL SALARIES & WAGES:		5	\$85,682	
2. FRINGE BENEFITS (Specify)				
<input checked="" type="checkbox"/> FICA <input checked="" type="checkbox"/> LIFE INS. <input checked="" type="checkbox"/> DENTAL INS. COMPOSITE RATE <input checked="" type="checkbox"/> UNEMPLOY INS. <input checked="" type="checkbox"/> VISION INS. <input checked="" type="checkbox"/> WORK COMP. AMOUNT 0.00% <input checked="" type="checkbox"/> RETIREMENT <input type="checkbox"/> HEARING INS. <input checked="" type="checkbox"/> HOSPITAL INS. <input checked="" type="checkbox"/> OTHER (specify) <u>Accrued Vacation</u>				
2. TOTAL FRINGE BENEFITS:				\$29,899
3. TRAVEL (Specify if category exceeds 10% of Total Expenditures)				
3 TOTAL TRAVEL:				\$813
4. SUPPLIES & MATERIALS (Specify if category exceeds 10% of Total Expenditures)				
Postage/Shipping: \$3,105; Office Expense: \$13,105; Computer Resources: \$13,399				
4. TOTAL SUPPLIES & MATERIALS:				\$29,609
5. CONTRACTUAL (Specify Subcontracts/Subrecipients)				
<u>Name</u>	<u>Address</u>	<u>Amount</u>		
Consulting		\$5,205		
Legal		\$1,000		
5. TOTAL CONTRACTUAL:				\$6,205
6. EQUIPMENT (Specify items)				
6. TOTAL EQUIPMENT:				\$0
7. OTHER EXPENSES (Specify if category exceeds 10% of Total Expenditures)				
Auditing: \$5,199; Rent: \$18,071; Telephone: \$2,746; General Liability Insurance: \$884; Insurance – Directors & Officers: \$1,944; Professional Development: \$1,412; Equipment Service: \$834 Job Advertising/Employee Screening: \$1,500				
7. TOTAL OTHER:				\$32,590
8. TOTAL DIRECT EXPENDITURES (Sum of Totals 1-7)		8. TOTAL DIRECT EXPENDITURES:		\$184,798
9. INDIRECT COST CALCULATIONS		Rate #1: Base \$0 X Rate 0.0000 % Total	\$ 0	
		Rate #2: Base \$0 X Rate 0.0000 % Total	\$ 0	
		9. TOTAL INDIRECT EXPENDITURES:	\$ 0	
10. TOTAL EXPENDITURES (Sum of lines 8-9)				\$184,798
AUTHORITY: P.A. 368 of 1978		The Department of Health and Human Services is an equal opportunity employer, services and programs provider.		
COMPLETION: Is Voluntary, but is required as a condition of funding				
DCH-0386 (E) (Rev 02/13) (W) Previous Edition Obsolete. Use Additional Sheets as Needed				

PROGRAM BUDGET – COST DETAIL SCHEDULE

MICHIGAN DEPARTMENT OF HEALTH AND HUMAN SERVICES

Page 3 Of 3

View at 100% or Larger
Use WHOLE DOLLARS Only

PROGRAM Michigan Pregnancy and Parenting Support Services		BUDGET PERIOD		DATE PREPARED
		From: 10/1/2013	To: 9/30/2016	3/2/2016
GRANTEE NAME Real Alternatives		BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT		AMENDMENT # 5
1. SALARY & WAGES POSITION DESCRIPTION	COMMENTS	POSITIONS REQUIRED	TOTAL SALARY	
Vice President of Operations		1	\$47,041	
Services Coordinator		1	\$6,937	
Services Assistance		1	\$1,363	
Service Provider Approval		1	\$10,749	
Billing Coordinator		1	\$7,697	
Service Provider Monitoring		1	\$9,431	
Hotline Counselor		1	\$1,553	
1. TOTAL SALARIES & WAGES:		7	\$84,771	
2. FRINGE BENEFITS (Specify)				
<input checked="" type="checkbox"/> FICA <input checked="" type="checkbox"/> LIFE INS. <input checked="" type="checkbox"/> DENTAL INS. COMPOSITE RATE <input checked="" type="checkbox"/> UNEMPLOY INS. <input checked="" type="checkbox"/> VISION INS. <input checked="" type="checkbox"/> WORK COMP. AMOUNT 0.00% <input checked="" type="checkbox"/> RETIREMENT <input type="checkbox"/> HEARING INS. <input checked="" type="checkbox"/> HOSPITAL INS. <input checked="" type="checkbox"/> OTHER (specify) <u>Accrued Vacation</u>				
2. TOTAL FRINGE BENEFITS:				\$22,532
3. TRAVEL (Specify if category exceeds 10% of Total Expenditures)				
3 TOTAL TRAVEL:				\$8,082
4. SUPPLIES & MATERIALS (Specify if category exceeds 10% of Total Expenditures) Client Education Materials: \$106,642; Pregnancy Test Kits: \$4,711				
4. TOTAL SUPPLIES & MATERIALS:				\$111,353
5. CONTRACTUAL (Specify Subcontracts/Subrecipients)				
<u>Name</u>	<u>Address</u>	<u>Amount</u>		
Services Database Consulting & Development		\$24,203		
Counseling Reimbursement		\$834,140		
5. TOTAL CONTRACTUAL:				\$858,343
6. EQUIPMENT (Specify items)				
6. TOTAL EQUIPMENT:				\$0
7. OTHER EXPENSES (Specify if category exceeds 10% of Total Expenditures) Services Advertising: \$224,068; Meetings/Seminars: \$5,000; Hotline Referral System: \$1,053				
7. TOTAL OTHER:				\$230,121
8. TOTAL DIRECT EXPENDITURES (Sum of Totals 1-7)		8. TOTAL DIRECT EXPENDITURES:		\$1,315,202
9. INDIRECT COST CALCULATIONS		Rate #1: Base \$0 X Rate 0.0000 % Total		\$ 0
		Rate #2: Base \$0 X Rate 0.0000 % Total		\$ 0
		9. TOTAL INDIRECT EXPENDITURES:		\$ 0
10. TOTAL EXPENDITURES (Sum of lines 8-9)				\$1,315,202
AUTHORITY: P.A. 368 of 1978		The Department of Health and Human Services is an equal opportunity		
COMPLETION: Is Voluntary, but is required as a condition of funding		employer, services and programs provider.		
DCH-0386 (E) (Rev 02/13) (W) Previous Edition Obsolete. Use Additional Sheets as Needed				

MICHIGAN PREGNANCY AND PARENTING SUPPORT SERVICES PROGRAM

**October 2013 – September 2016
Program Description and Work Plan**

INTRODUCTION

Real Alternatives is a national, private, tax-exempt, non-profit corporation pursuant to Section 501(c) (3) of the Internal Revenue Code. Using its proprietary “Real Alternatives Program and Instructional Design” (RAPID)¹ system, Real Alternatives has administered the successful and nationally-recognized Alternative to Abortion Services Program as the prime contractor for the Commonwealth of Pennsylvania since July 1, 1997.

The government funding received by Real Alternatives from state governments enables Real Alternatives to provide free, caring, confidential and comprehensive pregnancy support, parenting and adoption education services that encourage a decision of childbirth instead of abortion, to women and their families who are experiencing unexpected pregnancies. Those critical and extremely beneficial services are directly provided through a network of vendor service providers comprised of social service agencies, pregnancy support centers, maternity homes and adoption agencies.

Corporate Mission Statement

Real Alternatives exists to provide life-affirming alternative to abortion services throughout the nation. These compassionate support services empower women to protect their reproductive health, avoid crisis pregnancies, choose childbirth rather than abortion, receive adoption education, and improve parenting skills.

CORPORATE BACKGROUND AND EXPERIENCE

Real Alternatives has been the prime contractor for the Commonwealth of Pennsylvania’s alternative to abortion services program for the last 18 years. During that time, over 250,000 women throughout the Commonwealth have been served. Real Alternatives receives the Alternative to Abortion Services grant from the Commonwealth of Pennsylvania Department of Human Services to provide comprehensive pregnancy, parenting and adoption support services to pregnant women who are experiencing an unexpected pregnancy, so they choose childbirth rather than abortion. This is accomplished through a vendor network of approximately 100 social service agencies, pregnancy centers, maternity homes and adoption agencies.

In 2013, Real Alternatives was selected by the Michigan Department of Community Health to be the prime contractor for the State of Michigan’s Pregnancy and Parenting Support Services Program. With a network of 17 service provider sites, over 1,450 women throughout the southern region of Michigan have been served since October 2013.

In 2014, Real Alternatives was selected by the Indiana State Department of Health to be the prime contractor for the State of Indiana’s Pregnancy and Parenting Support Services Program. With a network of 16 service provider sites, over 7,500 women throughout the northern region of Indiana have been served since October 2014.

Always striving to deliver quality, cost effective services to women, Real Alternatives was recognized by the Central Pennsylvania Business Journal in 2002 and again in 2004 for its technological innovation and cost savings by being selected as a finalist for the Annual Nonprofit Innovation Award. In 2004, Real Alternatives was also one of the first four nonprofits to be awarded the prestigious Pennsylvania Association of Nonprofit Organizations (PANO) Seal of Excellence for meeting the 56 Standards of Excellence criteria for nonprofits. In 2007 and again in 2013, Real Alternatives earned recertification for the PANO Seal of Excellence. Real Alternatives recognizes that a government program is only as good as its last audit. Using the RAPID system has lead to 18 straight perfect CPA audits for Real Alternatives.

Real Alternatives is governed by a Board of Directors and a set of bylaws. The registered office of the Corporation is 7810 Allentown Boulevard, Suite 304, Harrisburg, Pennsylvania 17112, telephone: 717-541-1112, fax: 717-541-9713. Federal ID Number is 23-2868660. The business and affairs of Real Alternatives are managed by its Board of Directors. The board hired and sets the duties of the President & CEO, and he is empowered by the Corporation to carry out the policies of the Corporation, throughout all endeavors on behalf

of Real Alternatives. The President & CEO, Kevin I. Bagatta, Esquire, is the point of contact for questions regarding this grant agreement. Except as otherwise required by Pennsylvania corporate law or other law, the entire control of the Corporation (its management, affairs, and property) is vested in the Board of Directors of the Corporation.

Real Alternatives Staff

Real Alternatives is a national nonprofit corporation with two divisions: one that supports the \$6.7 million a year Pennsylvania Program, the \$1 million a year Indiana Program, and the \$1.5 million Michigan Program and the second division that supports national expansion of government-funded alternative to abortion programs.

The executive management team for the Real Alternatives consists of a full-time President & CEO, a full-time Vice President of Operations, a full-time Vice President of Administration, and a full-time Services Coordinator. Additional personnel include a part-time Accountant, part-time Bookkeeper, a part-time Billing Coordinator, a part-time Special Projects Coordinator, a part-time Community Outreach Coordinator, and a near full-time Toll-Free Counselor.

PROGRAM WORK PLAN

Real Alternatives, through a network of pro-life pregnancy support centers, maternity homes, adoption agencies, and social service agencies (vendor service providers), plans to reach out to each woman, no matter what her background or circumstances, and without fee. Compassionate, trained counselors will assess each woman's situation and assist her in developing a positive life-affirming approach to her pregnancy. Assistance during and after the parenting and adoption decision involves counseling, education, material assistance, and referrals. By empowering women in an unexpected pregnancy with this assistance, they no longer feel compelled to choose abortion out of a sense of being alone, helpless, and hopeless. The outcome goals of this pregnancy and parenting support program will be that women facing crisis/unexpected pregnancies in the state of Michigan will be aware of this comprehensive program, they will receive support, will have improved parenting skills, and will receive adoption education. Such outcome goals will empower them to choose childbirth rather than abortion. This program in turn will have a lowering impact on the Michigan Abortion Choice Percentage (see exhibit 1 in the appendices), and be a factor in reducing medical costs², improving women's health³, and obtaining overall long-term savings for the taxpayers of Michigan.

Program Design

Real Alternatives will utilize the RAPID system to administer this regional program. Real Alternatives, which holds all right, title, and interest to the RAPID system, has proven success in Pennsylvania, Michigan, and Indiana, as a good steward of government financial resources to meet government's desire to assist women to seek an alternative to abortion. Real Alternatives, as the prime contractor, will provide statewide program operations services including program administration and centralized client outreach.

The following is the overall design of the RAPID system, already working in Pennsylvania, Michigan and Indiana along with the description of tasks that will be taken by Real Alternatives in Michigan for program deployment and ongoing operation. (This explanation is visually portrayed at Exhibit 3 in the appendices.)

Program Vendor Service Providers

Presently, 5 vendor service providers with 17 sites are providing pregnancy and parenting support services in Michigan under the program. Real Alternatives plans to recruit and subcontract with more vendor service providers to perform program operational services, primarily involving counseling and support services to clients. Those potential vendor service providers include pregnancy support centers, maternity homes, adoption agencies, and social service agencies that provide life-affirming alternative to abortion services presently throughout the State of Michigan. Specific emphasis will be on those potential service providers geographically located north of State Route 10 so the program will provide statewide coverage of services. Real Alternatives will contact them in October/November 2015 advising them of Real Alternatives' plan to contract with those who meet Real Alternatives' vendor standards to perform services under the Michigan Department of Community Health grant.

First, the potential vendor service providers are screened for eligibility and are then approved as subcontractors. Next, their counselors who will be providing the services are trained on program requirements, eligible services and restrictions in delivery of those counseling services.

Once counselors in the field are certified, they submit information online each time they provide approved services to program eligible clients. This information includes demographic information, topics discussed in the counseling session, counseling and referral time, and billing information, along with a required certification by the counselor of the validity of what is being submitted for reimbursement. This online information is submitted daily and processed by Real Alternatives. Real Alternatives gathers the regional data and converts it for use in the financial accounting system and performance reporting system. Real Alternatives will continue to report to DHHS for the previous month's services performed. Requests for remaining cash advances will occur each month. Once paid, Real Alternatives will pay the vendor service providers for their past month's approved services.

Service Provider Selection Process

Providing pregnancy support that promotes childbirth and alternatives to abortion requires experienced individuals taking the time to listen to the concerns of the women in crisis and supporting them. The quality of the vendor services provided to these women is of utmost importance to Real Alternatives. This dedication to the quality of service is reflected in the RAPID Service Provider Selection Process. Once a potential vendor service provider expresses interest in becoming a vendor service provider for the program after being contacted by Real Alternatives, the potential vendor service provider is asked if they meet the minimum requirements for the program. The minimum criteria required for potential vendor service providers is that they:

- ♦ are a 501(c) 3 tax exempt organization
- ♦ operate an alternative to abortion program that has a stated policy of actively promoting childbirth instead of abortion
- ♦ maintain a pro-life mission and agree not to promote abortions, refer women for abortions, or counsel women to have an abortion as an option to a crisis pregnancy
- ♦ be physically and financially separate from any entity that advocates for abortion, performs abortions, counsels women to have abortions, or refers women for abortion
- ♦ provide core services consisting of information and counseling that promotes childbirth instead of abortion and assists pregnant women in their decision regarding adoption or parenting
- ♦ understand that the funding for alternative to abortion services under this program does not include funding for the provision, referral, or advocacy of contraceptive services, drugs, or devices
- ♦ are nondiscriminatory
- ♦ agree not to promote religion during government-funded contract services
- ♦ have been in operation a minimum of one year providing core alternative to abortion crisis intervention services to women in a crisis/unexpected pregnancy
- ♦ serve low-income clients
- ♦ do not charge a fee for program services to eligible clients
- ♦ provide a physical site that is handicapped accessible, or that they have the capability to make special provisions to provide program services to persons with disabilities.

Based upon their response to the minimum requirements evaluation, a potential vendor service provider is required to submit a binder of backup documents for review by Real Alternatives. Such documents include at a minimum:

- ♦ proof of IRC 501 (c) 3 tax-exempt status with federal tax number
- ♦ a copy of the Corporate Articles of Incorporation and Amendments filed with the Secretary of State
- ♦ a copy of the Bylaws of the Corporation
- ♦ policy and procedures manual that include a confidentiality policy
- ♦ board of directors or equivalent governing body
- ♦ counseling training materials
- ♦ proof of general liability insurance for sites where services are rendered, as well as automobile and workers compensation insurance.

All material will be reviewed and if the program criteria are met, a visual inspection of the site is

arranged and observed. Upon completion of the visual site inspection, a written evaluation is completed along with the Evaluator's recommendation. The Vice President of Operations then reviews all documents and makes a recommendation to the President & CEO. If the President & CEO approves the potential vendor service provider, then DCH will be informed. An agreement will be offered to the new potential vendor service provider.

Real Alternatives estimates it will contract with between 17- 25 total pro-life vendor service provider sites located throughout Michigan to serve women in need.

Service Provider Training and Monitoring

Upon successful completion of the approval process, the vendor service provider's personnel and volunteers are trained on program compliance. Real Alternatives will accelerate the training through the use of the RAPID Training Process. Vendor service providers are retrained every year on program requirements and compliance. In addition to annual training, each vendor service provider receives on-site and/or remote monitoring for program compliance annually. Monitoring reports on the vendor service provider's physical site, program compliance, and corporate changes will be prepared by Real Alternatives' staff, annotating deficiencies and corrective actions taken. The site monitoring reports will appear in the quarterly reports to DCH.

Quality assurance of services is accomplished by Real Alternatives in multiple ways:

1. initially by the vendor service provider screening process and approval process, then
2. by the training process accomplished by Real Alternatives at counselor training, then
3. by having each counselor sign a certification statement of understanding of important program rules before the forms submitted by them are reimbursed in the system, and
4. finally by monitoring each vendor service provider for programming contract compliance once a year starting in 2015.

Those vendor service providers with multiple sites will have two or more site monitorings performed by the Real Alternatives.

Vendor Service Provider monitoring encompasses three parts. During the Corporate Administration and Program Profile Review, the following is reviewed:

- Review of policy and procedure manuals and documentation of Board of Directors approval (manuals include: Non-Discrimination Policy, Confidentiality Policy, Sexual Harassment Policy, Spiritual Issues Policy, Abortion/contraception Policy, internal client grievance procedures, Limited English Proficiency Policy, Adoption Policy);
- Review of counselor training plan, counseling skills training, training materials, assessment and ongoing training;
- Review of corporate documents (Mission statement, board of directors listing, articles of incorporation, by-Laws, non-profit status);
- Review of program operations (including, Client intake form, Client services, primary client referral sources, provider referral resource list, pregnancy test requirements, client educational materials, and staff/volunteer training procedures)

During the Facility Inspection, the following is reviewed:

- Inspection of facility including: waiting area, counseling areas lavatories, fire safety procedures and equipment,
- review of literature, review of current counselor child abuse clearance, handicap accessibility, confidential handling of client files, review of service site website and/or yellow page ads.

During the Reimbursement Compliance Review, the following is reviewed:

- Review of randomly selected client files for accuracy of billing.

Service Provider Reimbursement Method

In the area of vendor service provider reimbursement, service providers are reimbursed as vendors for the core and support services rendered to women on a “fee-for-service” type of arrangement. The minimum rates for reimbursement are \$1.09 per minute for counseling time and referral time; \$21.80 per class per client; \$10.90 per client self-administered pregnancy test kit, \$10.90 per food, clothing, and/or furniture pantry visits not to exceed four visits per pantry type; and, \$5.45 per online client data collection form. This performance driven reimbursement system rewards vendor service providers who take their program reimbursement and reinvest in their services by opening more centers and hiring more counselors to serve more women in need. By serving more women, these centers receive more reimbursement. No money is “given” to the vendor service providers – they earn it. By using the prime contractor/subcontractor model, vendor service providers do what they do best, one-on-one counseling and mentoring instead of government contracting, and the prime contractor does what it does best, government program administration and client outreach.

This approach results in the Michigan Pregnancy and Parenting Support Services Program maximizing focus and performance for the prime contractors and vendor service providers.

One confidential form is required for the billing system. The client fills out the form containing personal and demographic information and signs it to confirm a person was served that day of service. The form the client fills out allows each client to have the ability to register a complaint or comment at each visit throughout the state using the same method that has been successfully used in the Pennsylvania program for 18 years. Each form will have a telephone number that clients can call to register a complaint about any services provided to them at the vendor service provider level to Real Alternatives. Complaint calls are followed up by Executive Staff.

Real Alternatives will use the RAPID Online Data Collection, Billing, and Reporting Systems software to receive monthly billing from the service providers; process the demographic, billing, and performance data; and submit the services bill to the DCH for reimbursement along with administrative and outreach costs. Once reimbursement occurs from DCH then Real Alternatives will reimburse the vendor service providers.

Charitable Choice Act – Faith-Based Organization Policy

Real Alternatives will implement the present RAPID faith-based policy currently being used in Pennsylvania, Michigan, and Indiana. A faith-based service provider which includes among its activities worship, religious instruction, proselytization or other inherently religious programs cannot be funded for those activities under the Michigan Pregnancy and Parenting Support Services Program. Reimbursement is prohibited for worship services, bible study, prayer meetings, prayer with a client during the program visit, or any form of proselytization, i.e., to recruit members for religious conversion.

If a vendor service provider does engage in such activities with a client in the pregnancy and parenting support program, those activities must occur separately, in time or location, from services provided pursuant to the contract with Real Alternatives. By the way of example of what may constitute separateness in place, if a vendor service provider occupies a building with a single entrance and provides counseling in one of its rooms, it may, with a signed request from a client, immediately after program counseling, engage in spiritual or religious activity with the client in a separate room in the building, with a different spiritual or religious counselor – a person other than the one who provided service under the contract.

An example of separation in time would permit a different spiritual counselor to meet with a client, if the client signs a request, after the counselor providing client services under the Michigan Pregnancy and Parenting Support Services Program, leaves the room.

Participation in religious/spiritual activities by a client must be voluntary, and the client must understand that refusal to participate in religious activities will not disqualify her from receiving services under the program. An approved request form must be provided to the client before any such religious activity occurs to assure that voluntary, informed consent is provided by the client.

A vendor service provider under the contract may retain religious terms in its organization name, select its board members on a religious basis and include religious references in its organization’s mission

statements and other governing documents. It cannot, however, include any religious activity or program with client services and must certify to Real Alternatives that it complies with its contract requirements.

Program Client Services

The primary purpose of the Michigan Pregnancy and Parenting Support Services Program is to provide core services consisting of information, education, and counseling that promotes childbirth instead of abortion and assists pregnant women in their decision regarding adoption or parenting. The program also provides support services including client self-administered pregnancy test kits, baby food, maternity and baby clothing and baby furniture, information and education, and referrals for other services for the needs of the women and newborn. The information and education provided under support services includes topics regarding infant care, adoption, or parenting.

The enabling legislation for the Michigan Pregnancy and Parenting Support Services Program states the program must promote childbirth and alternatives to abortion. Vendor service providers are to provide free counseling, support, and referral services to eligible women during pregnancy, and through 12 months after birth. As appropriate, the goals for client outcomes shall include an increase in client support, an increase in childbirth choice, an increase in adoption knowledge, an improvement in parenting skills, and improved reproductive health through abstinence education.

Real Alternatives, through the vendor service providers, will offer a comprehensive umbrella of core and support services that provide women direct support during and after the crisis/unexpected pregnancy.

For those in a crisis/unexpected pregnancy, core services are delivered by providing direct counseling support during the parenting and adoption decision. Services include:

- ♦ crisis intervention counseling and case management in a non-judgmental atmosphere
- ♦ education on fetal development and the health and nutritional needs of pregnant women, including books, videos, brochures, and fetal models
- ♦ abortion information - what it is, what it does, and negative outcomes associated with it
- ♦ pre- and post-natal education; pregnancy and certified childbirth classes
- ♦ access to information on medical care, hospital clinics, doctors, health care facilities, and other professional services; assistance with identifying drug and alcohol programs, if needed
- ♦ adoption service information
- ♦ life-skill training for parenting and nutritional needs
- ♦ availability of other community social services
- ♦ tangible aid in the form of maternity clothes
- ♦ other programs for the physical and emotional needs of women experiencing the stress of a crisis/unexpected pregnancy

For women who have given birth, support services are delivered by providing direct parenting or adoption support because of their decision not to abort. These services take the form of:

- ♦ parenting counseling and classes
- ♦ education referrals for upgrading skills or obtaining a GED
- ♦ child care referrals
- ♦ mentoring
- ♦ information on Women Infants and Children (WIC) programs
- ♦ job service and vocational training opportunities availability
- ♦ tangible aid in the form of baby and infant items and other needed supplies

For those who come to our Service Providers thinking they may be experiencing a crisis/unexpected pregnancy but are unsure, client self-administered pregnancy test kits are always available. For those in this category who are found to be not pregnant, services include:

- ♦ information on the risks of sexually transmitted diseases
- ♦ relationship counseling
- ♦ decision making education
- ♦ chastity classes
- ♦ teen pregnancy prevention programs

- ♦ other counseling offered to modify risk-taking behavior.⁴

This umbrella of services allows Real Alternatives to provide direct support services so women do not feel the need to have an abortion now or in the future, as well as provide programs that work to prevent the circumstances that might lead to the perceived need for an abortion in the first place. With the ability to provide a wide range of readily available nearby services to Michigan women, they are empowered to make more informed choices concerning their child, as well as begin to plan for a future that will include independence and self-sufficiency. The consistent provision of these services over a significant period of time provides a better opportunity for counselors to help women who desire to change their status from a dependent mother to an independent mother.

Program Administration Services

Real Alternatives will provide the following program coordination services: seek out, approve and sign contracts with qualified vendor service providers to deliver core services to clients; train approved vendor service providers in program requirements; ensure that only program trained and approved counselors submit for reimbursement under the program; conduct annual on-site and remote monitoring of the vendor service providers used to ensure subcontract and program compliance; conduct annual education material purchase for clients; conduct annual professional education conference for program counselors; conduct statewide program advertising; provide to DCH monthly financial reports of expenses and reimbursement requests for the next quarter's services; provide quarterly reports of statewide vendor service provider performance to DCH including clients served and total visits by age and by county, as well as hotline referrals and patches by age and by county.

Program Educational Material Purchase

While the vendor service providers' counselors are providing services to clients, Real Alternatives staff will implement a substantial RAPID Client Education Materials Purchase during contract year 2015/2016 of the grant. Again, the state of Michigan will be able to save development time and money by using material which have already been reviewed for currency and accuracy under the RAPID system. Vendor relationships already established by Real Alternatives will be able to be used resulting in appropriate mass quantity discounts. Real Alternatives, with 18 years of experience serving a diverse population of women in crisis pregnancies in the sixth largest state in the US, will continue to develop special education and information materials tailored for the Michigan program.

Program Advertising

Many women choose not to abort once they are aware there is someone available to assist them during their parenting or adoption decision. Advertising is imperative to inform women that there are people and this program in the state of Michigan to help them. Now that a large number of vendor service providers sites are approved and providing services, the RAPID marketing system will be used to conduct a targeted social media campaign of the RAPID 1-888-LIFE-AID hotline patch system. (See below). As the program grows north geographically to cover the entire state of Michigan, advertising will follow the growth.

Real Alternatives will use the social media ads developed and tested over the years in the Pennsylvania, Indiana and Michigan programs that have been specifically tailored to reach women in a crisis/unexpected pregnancy who are unsure whether to abort or not. Using the methods perfected over the years, media buying will be accomplished by Real Alternatives.

The RAPID LIFE-AID hotline patch system provides a trained, bilingual, crisis intervention telephone counselor to provide brief initial counseling and determine where the caller is calling from. The caller is then patched to a counselor at an approved vendor service provider nearest to her. For those clients searching the internet, referrals are made from the existing bilingual Real Alternatives website www.RealAlternatives.org, which has been adapted for use by Michigan citizens. That website is updated with the latest new service providers immediately once the vendor service providers sign, agree to contract terms, and have been trained by Real Alternatives. To ensure program compliance, only approved vendor service providers who meet program requirements and have contractually agreed to them with Real Alternatives will be listed in these referral sources.

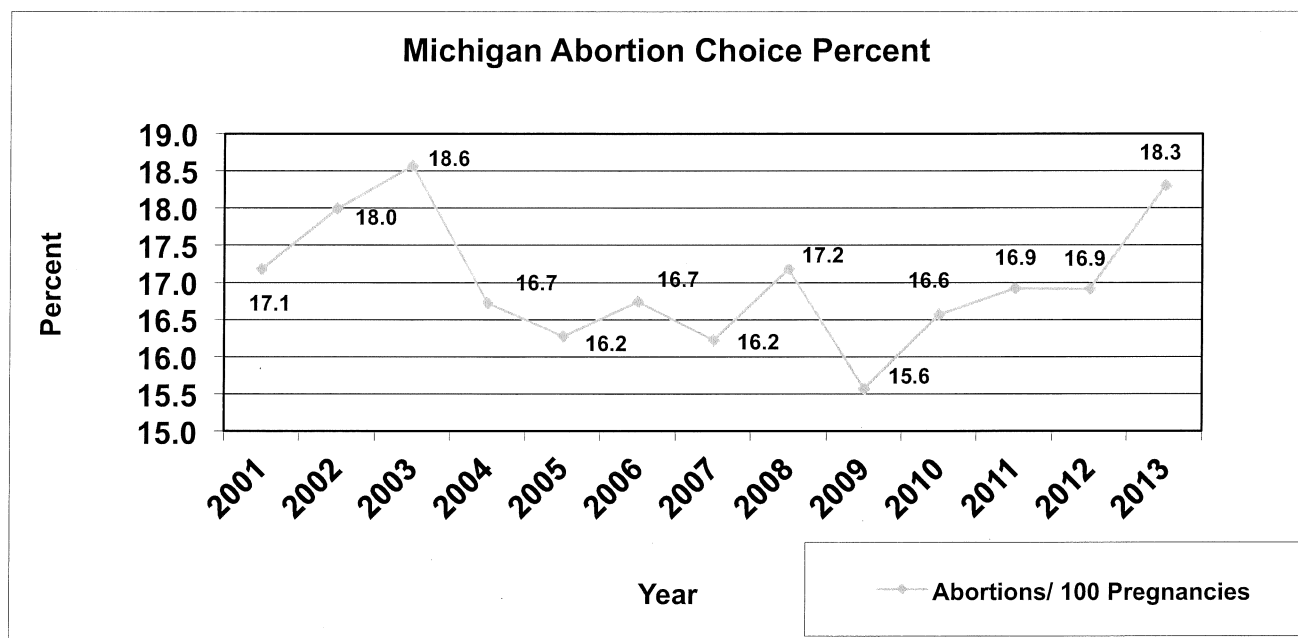
The telephone number 1-888-LIFE-AID, is a national toll-free number owned by Real Alternatives. In order to save costs, the LIFE-AID number is the entry point for the entire Michigan Pregnancy and Parenting Support Services Program. As such, all media, FaceBook and Google ads, brochures, television, and future radio ads will advertise it. During contract year 2015/16 the advertisement budget is high so that Real Alternatives may continue to inform the women of Michigan of the program's existence. As the program grows to the north of the state, advertising will follow. As new clients are referred to vendor service providers, increased reimbursement follows the increase in services. As services and reimbursement increases, reinvestment by the vendor service providers in staff and centers builds more capacity for them to serve more clients.

Program Professional Development Conference for Counselors/mentors

Real Alternatives will create, plan, and conduct an Annual Program Services Provider Conference for service provider counselors and mentors serving women under the Michigan Pregnancy and Parenting Support Services Program. Counselors and mentors will be invited to the centrally located Conference. Speakers will be hired to provide talks on topics of interest that can assist counselors and mentors as they serve the needs of women in unexpected pregnancies.

ASSUMPTIONS

This work plan is based on the assumption that DHHS will continue to promptly reimburse Real Alternatives monthly for program services expenses that have occurred.



APPENDICES

Exhibit 1 /

“The Michigan Abortion Choice Percentage” is calculated by taking the Total MI Resident Abortions and dividing that number by the sum of the Total MI Resident Abortions and Total MI Resident Live Births. All figures used to track this outcome are obtained from the *Michigan Health Statistics*, the Michigan Department of Community Health website. The Abortion Choice Percentage represents the percentage of women who chose to undergo abortions out of the total population of women who could. General program impact can be measured because pregnant women who receive support and encouragement through alternative to abortion services are empowered to choose childbirth rather than abortion.

Exhibit 2: END NOTES

¹ The RAPID system includes the following copyrighted and proprietary information and material which belongs to and shall remain the exclusive property of Real Alternatives: all software, documents, checklists, staff training materials, service provider user guides, billing systems, and program management tools used to administer a regional Michigan Pregnancy and Parenting Support Program. The RAPID system is not a deliverable under this grant agreement.

² Often when faced with a crisis pregnancy, women delay prenatal care resulting in low birth weight babies that increases health care cost and high infant mortality rates. National Prevention Council, *National Prevention Strategy*, Washington, DC:

U.S. Department of Health and Human Services, Office of the Surgeon General, 2011

A prior first trimester induced abortion has been found to be an irreversible risk factor associated with preterm birth. *Immutable Medical Risk Factors Associated with Preterm Birth*. Preterm Birth: Causes, Consequences, and Prevention. Institute of Medicine, 2007, pp. 625.

In addition, for every \$1.00 spent on prenatal care, approximately \$3.38 to \$11.00 could be saved in Neonatal Intensive Care Unit costs. “Preventing Low Birth Weight Summary”, *Committee to Study the Prevention of Low Birth Weight, Division of Health Promotion and Disease, the Pennsylvania Department of Health*. The United States currently spends just \$1 to prevent sexually transmitted diseases for every \$43 spent treating the 12 million cases diagnosed each year... teenagers suffer a staggering 3 million cases a year. “STDs are Labeled Hidden Epidemic”, *The Harrisburg Patriot*, Nov. 20, 1996, A5. STDs cost the U.S. health care system \$17 billion every year—and cost individuals even more in immediate and life-long health consequences. *Sexually Transmitted Disease Surveillance Report 2010*, Centers for Disease Control and Prevention.

³ Lowering abortions can lower the incidence of breast cancer. A Turkish study done between 2000 and 2006 showed induced abortion significantly associated with increased breast cancer. *World Journal of Surgical Oncology* 2009, 7:37 doi:10.1186/1477-7819-7-37 This article is available from: HYPERLINK

"<http://www.wjso.com/content/7/1/37>" <http://www.wjso.com/content/7/1/37> © 2009 Ozmen et al; licensee BioMed Central Ltd.

In a study of eight European countries, researchers concluded that the increase in breast cancer incidence appears to be best explained by an increase in abortion rates and lower fertility. *The Breast Cancer Epidemic: Modeling and Forecasts Based on Abortion and Other Risk Factors*, Journal of American Physicians and Surgeons, Vol. 12, No. 3, Fall 2007, pp. 72-78.

A study of 1,451 women who developed breast cancer before the age of 40 had a 90 percent increase in the incidence of breast cancer if they aborted their first pregnancy versus those women who delivered their first baby. "An Early Abortion and Breast Cancer Risk Among Women Under Age 40," Howe, H.L., Bzduch, H., Hezfeld, P., *International Journal Epidemiology*, 18:300-304. Additionally, women under age 18 who had an abortion after the eighth week of pregnancy increased their risk of breast cancer by 800 percent. "Risk of Breast Cancer Among Young Women: Relationship to Induced Abortion", *Journal of the National Cancer Institute*, 88:21, November 2, 1994. There is an overall 30 percent risk increase attributable to induced abortion based on meta-analysis of 30 years of studies. Brind, et al. (1997), *J. Epidemiol Community Health* 50:481-496. According to Dr. Angela Lanfranchi, abortion causes breast cancer in about 5% of women who have an abortion. This results in approximately 10,000 cases a year of breast cancer that can be attributed to abortion. After an induced abortion, the female is exposed to very high levels of mitogen and estrogen. This would leave her breast with more places for cancers to start. "The Breast Physiology and the Epidemiology of the Abortion Breast Cancer Link", *Imago Hominis*, 2005, pp. 228-236. The Breast Cancer Prevention Institute claims that the more estrogen a women is exposed to in her lifetime, the higher her risk for breast cancer. Abortion in women under 18 and over 30 years old carries the greatest risk of getting breast cancer. "The Biologic Cause of the Abortion Breast Cancer Link: The Physiology of the Breast", *Breast Cancer Prevention Institute*, May 2004 (revised). Studies have shown that women who have ever used early formulations of oral contraceptives and who also have a first-degree relative with breast cancer may be at a particularly high risk for breast cancer. Women with a strong family history who have used more recent lower-dosage formulations of oral contraceptives should be advised of the risks regarding oral contraceptive use and breast cancer. "Oral Contraceptives and Breast Cancer: A Note of Caution for High-Risk Women", *The Journal of the American Medical Association*, Vol. 284, No. 14, October 11, 2000, pp. 1-6.

A 2009 study reports that oral contraceptive use contributes to younger women developing breast cancer particularly a type called triple-negative that is aggressive, more difficult to treat and has higher mortality rates. Among women ≤ 40 years of age, the risk for breast cancer overall, and the risk of non-triple-negative breast cancer increased with younger age at first use. Dolle, Jessica M. and Daling, Janet R. *Risk Factors for Triple-Negative Breast Cancer in Women Under the Age 45 Years*. *Cancer Epidemiology, Biomarkers & Prevention* 2009; 18(4) April 2009, pp. 1157-1166.

Those who abort a first pregnancy are at a greater risk of subsequent long term clinical depression.... (Summer 2003) "Clinical Depression Linked to Abortion", *British Medical Journal*, 1992, pp. 151-152. Results of a New Zealand study suggest that women who experience distress as a result of having an abortion are more likely to have subsequent mental health problems. *Reactions to abortion and subsequent mental health*, The British Journal of Psychiatry, May 2009, Vol. 195, pp.420-426

⁴ Abstinence education meets the two-prong goal of lowering unexpected pregnancies and sexually transmitted diseases. While going through a process of emotional growth in adolescence, teens frequently get involved in risky sexual behaviors that expose them to unexpected pregnancy and sexually transmitted infections. Researchers have found that abstinence-only sex education intervention programs are effective in the prevention of unintended adolescent pregnancies. "Adolescent Pregnancy Prevention: An Abstinence-Centered Randomized Controlled Intervention in a Chilean Public High School", *Journal of Adolescent Health*, 2005, pp. 64-69. Promising programs to improve reproductive health outcomes include those that focus on early childhood investments, that involve teens in school and in outside activities (including youth development in combination with sexuality education and community volunteer learning), and those that send nurses to visit teenage mothers, which reduce their chances of becoming pregnant again. "Preventing Teenage Pregnancy,

Childbearing, and Sexually Transmitted Diseases: What Research Shows”, *Child Trends Research Brief*, May 2002, pp. 1-10. True abstinence education programs help young people to develop an understanding of commitment, fidelity, and intimacy that will serve them well as the foundations of healthy marital life in the future. Abstinence education programs have repeatedly been shown to be effective in reducing sexual activity among their participants. “The Effectiveness of Abstinence Education Programs in Reducing Sexual Activity Among Youth”, *The Heritage Foundation*, April 8, 2002, pp. 1-12. The Institute for Research and Evaluation conducted more than 100 evaluations of abstinence education interventions in 30 states over the past 15 years and found that well-designed and well-implemented abstinence education programs can reduce teen sexual activity by as much as one-half over a period of one to two years. *Abstinence” or “Comprehensive” Sex Education?* The Institute for Research and Evaluation, 2007.

The Birth Control Pill, Norplant, IUD, diaphragm, cervical cap, sponge, Depo-Provera and spermicides do not protect against STDs. “Preventing STDs,” Wills, Judith Levine, *FDA Consumer*, Publication No. (FDA) 94-1210, June 1993. Latex Condoms may reduce but cannot eliminate the risks of contracting STDs. “Sexually Transmitted Diseases”, Nestor, Lynn Paige, MSN, and O’Connell, Michelle Brott, BSN, *U.S. Department of Health & Human Services, Public Health Service*. U.S. Food and Drug Administration tests designed to measure the leakage of viral particles through latex condoms reveal significant leakage of HIV-sized particles under some conditions for one-third of the condoms tested. *Sexually Transmitted Diseases*, July - August, 1992, 194, 230-234. A U.S. government study revealed no proof that condoms prevent the transmission of the most common sexually transmitted infections, including gonorrhea, chlamydial infection, trichomoniasis, genital herpes, syphilis, chancroid, and HPV-associated diseases. “Workshop Summary: Scientific Evidence of Condom Effectiveness for Sexually Transmitted Disease (STD) Prevention,” *National Institutes of Allergy and Infectious Diseases, National Institutes of Health, Department of Health and Human Services*. July 20, 2001. There’s no absolute guarantee that a person won’t get a sexually transmitted disease even when using a condom.

<http://www.fda.gov/ForConsumers/byAudience/ForPatientAdvocates/HIVandAIDSActivities/ucm126372.htm>
accessed 5/31/12 Page Last Updated: 07/22/2010

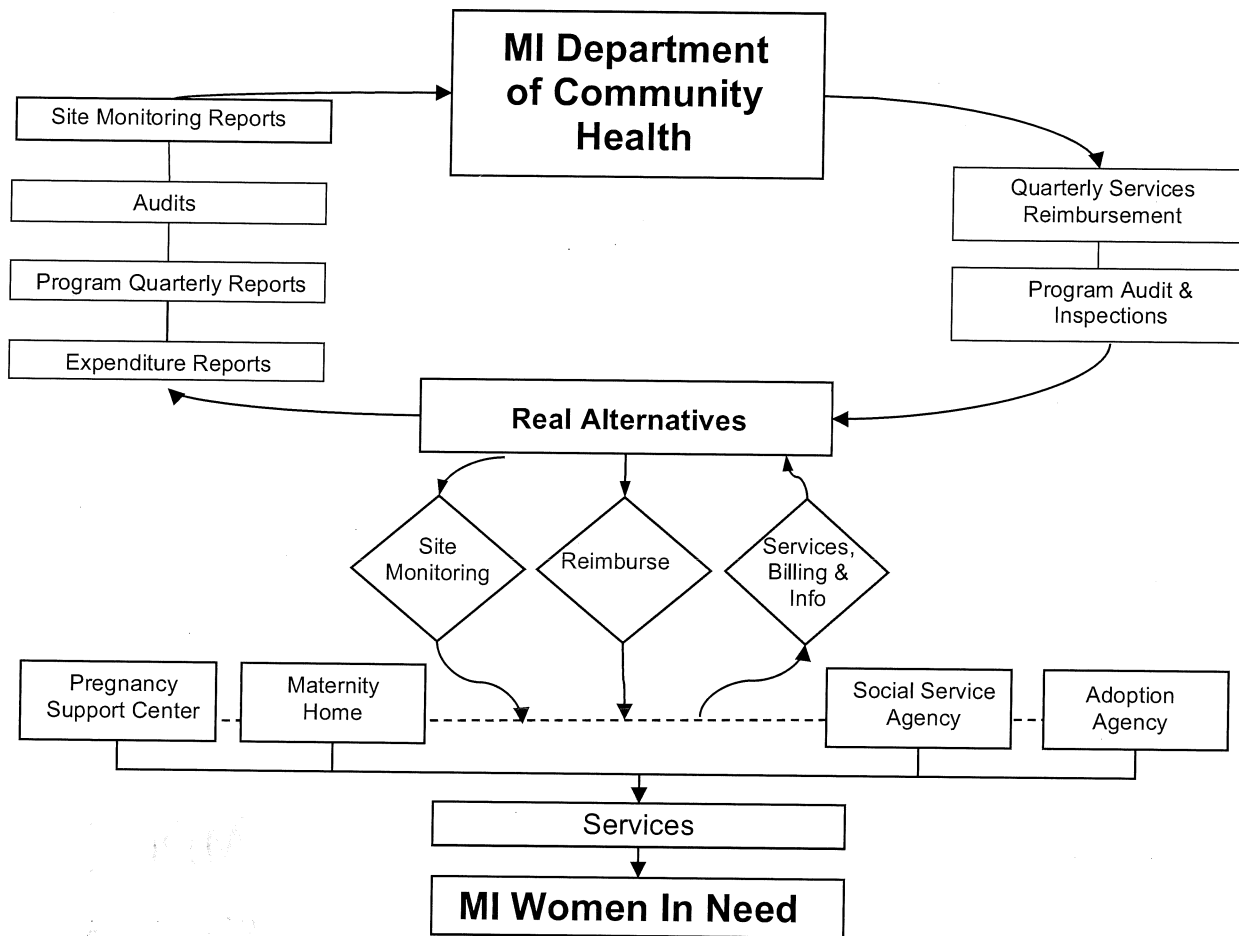
A large number of teens and some adults may be engaging in oral sex to prevent pregnancy and sexually transmitted diseases. However, a report from the National Center for Health Statistics (a division of the CDC) cited evidence that HIV, gonorrhea, Chlamydia, chancroid, and syphilis can all be transmitted through oral sex. “Oral Sex is Common Among Teens to Prevent STDs and Pregnancy”, *MedPage Today*, September 16, 2005, pp. 1-4. Herpes, gonorrhea, syphilis, hepatitis A, B, and C, and HIV all can be transmitted through oral sex. <http://teens.webmd.com/rm-quiz-safe-sex> accessed 5/31/12 Page last Reviewed by Brunilda Nazario, MD on August 26, 2011.

When compared to teens that are not sexually active, teenage boys and girls who are sexually active are significantly less likely to be happy and more likely to feel depressed. Also, when compared to teens that are not sexually active, teenage boys and girls who are sexually active are significantly more likely to attempt suicide. “Sexually Active Teenagers Are More Likely to be Depressed and to Attempt Suicide”, *The Heritage Foundation*, June 2, 2003, pp. 1-8.

Females with a history of casual sex report most depressive symptoms. For females, as the number of sexual partners increase, depressive symptoms increase as well. *No Strings Attached: The Nature of Casual Sex in College Students*, *The Journal of Sex Research*, Vol. 43, No. 3, August 2006, pp. 255-267. STDs are one of the most critical health challenges facing the nation today.

A CDC study estimated that 1 in 4 (26%) young women between the ages of 14-19 years old in the United States are infected with at least one of the most common sexually transmitted diseases. Nationally Representative CDC Study Finds 1 in 4 Teenage Girls Has a Sexually Transmitted Disease, *2008 National STD Prevention Conference*, Press Release, March 11, 2008.

Exhibit 3



EXHIBIT

CC

Amendment No. 6 to the
Agreement Between
Michigan Department of Health and Human Services
and
Real Alternatives
for
Michigan Pregnancy and Parenting Support Services Program

1. Period of Agreement

This agreement shall commence on October 1, 2013 and continue through December 31, 2016. This agreement is in full force and effect for the period specified.

2. Program Budget and Agreement Amount

The total agreement amount is increased from \$ 1,500,000 to \$ 1,550,000, and the Department's agreement amount is increased/decreased from \$ 1,500,000 to \$ 1,550,000, as shown on the Attachment B budget pages.

3. Amendment Purpose

The purpose of the amendment is to to extend the original agreement end date from September 30, 2016 to December 31, 2016 and to add funding in the original agreement for \$50,000.

4. Original Agreement Conditions

It is understood and agreed that all other conditions of the original agreement remain the same.

5. Special Certification

The individual or officer signing this amendment certifies by his or her signature that he or she is authorized to sign this amendment on behalf of the responsible governing board, official or contractor.

6. Signature Section

For the Michigan Department of Health and Human Services

Kim Stephen 6-29-16
Kim Stephen, Director, Bureau of Purchasing Date

For the CONTRACTOR:

KEVIN I. BAGATTA PRESIDENT & CEO
Name (print) Title (print)
Kevin I. Bagatta 6/15/2016
Signature Date

Statement of Work

Michigan Pregnancy and Parenting Support Services

Program October 2013 – December 2016

1. Describe the core program elements and the manner in which services will be delivered.
 - a. Describe the individuals who will be eligible to receive services in the program, including any income or residency requirements, and any limitations due to race, gender, ethnicity, age or religion.
 - b. Describe the geographic areas within the State where program services will be provided.
 - c. Describe the core services that will be provided to eligible clients that promote childbirth instead of abortion, and that assist pregnant women with their decision regarding parenting or adoption.
 - d. In addition to the core services, describe the additional support services that will be available to eligible clients in the program.
 - e. Describe the advertising, outreach and marketing efforts that may occur to advise potential eligible clients of the availability of program services.
 - f. Describe how potential clients will access program services.
2. Describe the network of program service providers and counselors, and how they become eligible to provide approved program services.
3. Describe the plan for data collection of required program reporting; and the plan for program quality assurance monitoring, including site reviews and financial accountability.

Program Objectives

1. Assist pregnant women in Michigan to maintain pregnancy and achieve positive healthy pregnancy outcomes through provision of pregnancy support services and referrals to care.
 - a. Provide compassionate, caring and free services through approved life-affirming pregnancy support centers, social service agencies, maternity homes and adoption agencies
 - b. An evaluation of the client's needs is made by the counselor during the counseling sessions.
 - c. Provide pregnancy and parenting support services support utilizing trained crisis intervention counselors (degreed, non-degreed and volunteers)
 - d. Provide referrals to other available community services to support pregnant woman who are experiencing unplanned/crisis pregnancies, including referrals for prenatal and pediatric care, medical care, social services, and other supports as required and available.
 - e. Ensure client feedback is obtained to assure client support during crisis and counseling interventions.
2. Assist new Michigan parents establish positive parenting practices through provision of parenting support services.
 - a. Provide counseling and parenting education and referrals to pediatric care, social services, child care, financial support, housing, education for improving skills or obtaining a GED, job service and vocational training programs
 - b. Provide parenting support utilizing trained counselors (degreed, non-degreed and volunteers)
3. Assist women in Michigan who thought they were experiencing an unplanned/crisis pregnancy, but who are found to be not pregnant.

- a. Provide information on the risks of sexually transmitted diseases, relationship counseling, decision-making counseling, chastity information, teen pregnancy prevention programs, and other counseling to modify risk-taking behavior
 - b. Provide services to women in this category utilizing trained counselors (degreed, non-degreed and volunteers)
- 4. Serve approximately 4500 women and parents of infants at approximately 12000 visits.
- 5. Have Service Providers establish and maintain referral lists to life-affirming Michigan public and nonprofit organizations providing care to mothers and infants to assure ongoing care and services.
 - a. Each Service Provider Organization must have the appropriate referral resources to serve clients with essential and beneficial referrals including:
 - i. Referrals for prenatal and pediatric care.
 - ii. Referrals for medical care.
 - iii. Referrals for social services organizations and support services such as:
 - i. WIC, or other nutrition programs; MIHP, or other home visiting programs; local Department of Human Services; local health department; adoption agencies; child care; financial support; housing; education for improving skills or obtaining a GED; job service and vocational training programs; or transportation services as needed.
 - b. Service Provider Organizations are responsible to assure that referral sources are pro-life and continue to be pro-life.
 - c. Service Provider Organizations are responsible to evaluate referral organizations to assure they comply with client service needs
 - d. Information concerning referral resources will be obtained at each site Monitoring
- 6. Assure that program vendor Service Providers:
 - a. Are a nonprofit organization with 501(c)3 tax exempt status
 - b. Operate an alternatives to abortion program that has a stated policy of actively promoting childbirth instead of abortion
 - c. Maintain a pro-life mission and agree not to promote, refer, or counsel abortion as an option to a crisis or unplanned pregnancy
 - d. Are physically and financially separate from any entity that advocates, performs, counsels, or refers for abortion
 - e. Understand that the funding for alternative to abortion services under this program does not include funding for the provision, referral, or advocacy of contraceptive services, drugs, or devices
 - f. Provide core services consisting of information and counseling that promotes childbirth instead of abortion, and assists pregnant women in their decision regarding adoption or parenting
 - g. Are nondiscriminatory
 - h. Agree not to promote the teaching or philosophy of any religion or religious organization while providing program services to the client
 - i. Have been in operation a minimum of one year providing core alternative to abortion services to women in a crisis pregnancy
 - j. Provide abstinence education as the best and only method of avoiding unplanned pregnancies and sexually transmitted infections
 - k. Agree to serve all eligible clients, including those with Limited English Proficiency
 - l. Will annually verify that all staff and volunteers have current Michigan State Police and Child Abuse background check clearances
 - m. Maintain client confidentiality
 - n. Will submit their counselor training materials, and policies and procedures manual for evaluation
 - o. Do not charge a fee for services to eligible clients.
 - p. Provide handicapped accessible services.

7. Assure Service Provider compliance with program policies and objectives, including:
 - a. Initial and annual site monitoring of Service Provider sites performed as described in the program description entitled: Michigan Pregnancy and Parenting Support Services Program, October 2013 – September 2016
 - b. Assure accurate record-keeping of client eligibility
 - c. Assure accurate submission of billing forms
 - d. Assure all services are provided in a respectful and non-judgmental manner
 - i. Assure all services are provided to eligible clients with limited English, hearing or visual capabilities
 - ii. Assure all services are provided with appropriate cultural sensitivities
 - e. Assure financial accountability through program site monitoring.
 - f. Ongoing quality assurance measures performed as described in the program description entitled: Michigan Pregnancy and Parenting Support Services Program, October 2013 – September 2016
8. Assure compliance with program reporting requirements. Quarterly Reports are to be submitted to DFCH@michigan.gov by 45 days after the end of the quarter. The Quarterly Reports will, at a minimum, provide a total accounting of the following activities of the Service Providers:
 - a. Monitoring activities completed;
 - b. Monitoring Report findings for each site monitored and subsequent corrective actions taken;
 - c. Technical assistance provided;
 - d. Follow-up on site monitoring findings for Service Providers;
 - e. Direct service activities such as information/services provided or referrals made;
 - f. Significant Project(s) Status Report(s) including a brief narrative of projects described in the Work Plan, and any other significant projects or activities;
 - g. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by their county of residence, and their age reported by the following age groups:
 1. Less than 16 years old;
 2. 16 years old through 20 years old;
 3. 21 years old through 25 years old;
 4. 26 years old through 30 years old;
 5. 31 years old through 35 years old;
 6. 36 years old through 40 years old;
 7. 41 years old through 45 years old;
 8. 46 years old and older.
 - h. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by race, by county, by age (White, African American, Native American, Asian, multi-racial, unknown/not declared)
 - i. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by ethnicity, by county, by age (Hispanic, non-Hispanic)
 - j. The number of visits by pregnant women, non-pregnant women and parenting women (separate reports for each of these three client types), by county, by age.
 1. Hotline calls from Michigan and number of subsequent referrals to Service Providers
 2. Public Information activities in Michigan
 - k. Report number of Service Provider referrals by type:
 1. Prenatal care providers
 2. Pediatric care providers

I. Report of client outcomes

1. Number of clients indicating they are choosing childbirth
2. Number of clients who visited or are planning to visit a health care provider for prenatal care.
3. Number of clients who have taken their child to a pediatric appointment.
4. Number of clients with infants up to date in immunizations.
5. Number of clients who felt supported at the end of their counseling session.

PROGRAM Michigan Pregnancy and Parenting Support Services Program		DATE PREPARED 6/9/2016		Page 1	Of 3
GRANTEE NAME Real Alternatives		BUDGET PERIOD From: 10/1/2013 To: 12/31/2016			
MAILING ADDRESS (Number and Street) 7810 Allentown Blvd., Suite 304		BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT ►		AMENDMENT # 6	
CITY Harrisburg	STATE PA	ZIP CODE 17112	FEDERAL ID NUMBER 23-2868660		
EXPENDITURE CATEGORY					TOTAL BUDGET
1. SALARIES & WAGES					
2. FRINGE BENEFITS					
3. TRAVEL					
4. SUPPLIES & MATERIALS					
5. CONTRACTUAL (Subcontracts/Subrecipients)					
6. EQUIPMENT					
7. OTHER EXPENSES					
Administrative Expenses					\$184,798
Services Expenses					\$1,365,202
8. TOTAL DIRECT EXPENDITURES (Sum of Lines 1-7)		\$0	\$0	\$0	\$1,500,000
9. INDIRECT COSTS: Rate #1 %					
INDIRECT COSTS: Rate #2 %					
10. TOTAL EXPENDITURES		\$0	\$0	\$0	\$1,550,000
SOURCE OF FUNDS					
11. FEES & COLLECTIONS					
12. STATE AGREEMENT					\$1,500,000
13. LOCAL					
14. FEDERAL					
15. OTHER(S)					
16. TOTAL FUNDING		\$0	\$0	\$0	\$1,550,000
AUTHORITY: P.A. 368 of 1978 COMPLETION: Is Voluntary, but is required as a condition of funding		The Department of Health and Human Services is an equal opportunity employer, services and programs provider.			

PROGRAM BUDGET – COST DETAIL SCHEDULE

MICHIGAN DEPARTMENT OF HEALTH AND HUMAN SERVICES

View at 100% or Larger
Use WHOLE DOLLARS Only

Page 2 Of 3

PROGRAM Michigan Pregnancy and Parenting Support Services		BUDGET PERIOD From: 10/1/2013 To: 12/31/2016		DATE PREPARED 6/9/2016
GRANTEE NAME Real Alternatives		BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT		AMENDMENT # 6
1. SALARY & WAGES	COMMENTS	POSITIONS REQUIRED	TOTAL SALARY	
President & CEO		1	\$56,413	
VP – Administration		1	\$18,289	
Assistant Director of Finance		1	\$1,777	
Accountant		1	\$5,372	
Bookkeeper		1	\$3,831	
			\$0	
			\$0	
1. TOTAL SALARIES & WAGES:		5	\$85,682	
2. FRINGE BENEFITS (Specify)				
<input checked="" type="checkbox"/> FICA <input checked="" type="checkbox"/> LIFE INS. <input checked="" type="checkbox"/> DENTAL INS. COMPOSITE RATE <input checked="" type="checkbox"/> UNEMPLOY INS. <input checked="" type="checkbox"/> VISION INS. <input checked="" type="checkbox"/> WORK COMP. AMOUNT 0.00% <input checked="" type="checkbox"/> RETIREMENT <input type="checkbox"/> HEARING INS. <input checked="" type="checkbox"/> HOSPITAL INS. <input checked="" type="checkbox"/> OTHER (specify) <u>Accrued Vacation</u>				
2. TOTAL FRINGE BENEFITS:				\$29,899
3. TRAVEL (Specify if category exceeds 10% of Total Expenditures)				
3 TOTAL TRAVEL:				\$813
4. SUPPLIES & MATERIALS (Specify if category exceeds 10% of Total Expenditures)				
Postage/Shipping: \$3,105; Office Expense: \$13,105; Computer Resources: \$13,399				
4. TOTAL SUPPLIES & MATERIALS:				\$29,609
5. CONTRACTUAL (Specify Subcontracts/Subrecipients)				
<u>Name</u>	<u>Address</u>	<u>Amount</u>		
Consulting		\$5,205		
Legal		\$1,000		
5. TOTAL CONTRACTUAL:				\$6,205
6. EQUIPMENT (Specify items)				
6. TOTAL EQUIPMENT:				\$0
7. OTHER EXPENSES (Specify if category exceeds 10% of Total Expenditures)				
Auditing: \$5,199; Rent: \$18,071; Telephone: \$2,746; General Liability Insurance: \$884; Insurance – Directors & Officers: \$1,944; Professional Development: \$1,412; Equipment Service: \$834 Job Advertising/Employee Screening: \$1,500				
7. TOTAL OTHER:				\$32,590
8. TOTAL DIRECT EXPENDITURES (Sum of Totals 1-7)		8. TOTAL DIRECT EXPENDITURES:		\$184,798
9. INDIRECT COST CALCULATIONS		Rate #1: Base \$0 X Rate 0.0000 % Total		\$ 0
		Rate #2: Base \$0 X Rate 0.0000 % Total		\$ 0
9. TOTAL INDIRECT EXPENDITURES:				\$ 0
10. TOTAL EXPENDITURES (Sum of lines 8-9)				\$184,798
AUTHORITY: P.A. 368 of 1978		The Department of Health and Human Services is an equal opportunity employer services and programs provider		
COMPLETION: Is Voluntary, but is required as a condition of funding				
DCH-0386 (E) (Rev 02/13) (W) Previous Edition Obsolete Use Additional Sheets as Needed				

PROGRAM BUDGET – COST DETAIL SCHEDULE

MICHIGAN DEPARTMENT OF HEALTH AND HUMAN SERVICES

View at 100% or Larger
Use WHOLE DOLLARS Only

Page 3 Of 3

PROGRAM Michigan Pregnancy and Parenting Support Services		BUDGET PERIOD From: 10/1/2013 To: 12/31/2016		DATE PREPARED 6/9/2016
GRANTEE NAME Real Alternatives		BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT		AMENDMENT # 6
1. SALARY & WAGES	POSITION DESCRIPTION	COMMENTS	POSITIONS REQUIRED	TOTAL SALARY
	Vice President of Operations		1	\$47,041
	Services Coordinator		1	\$6,937
	Services Assistance		1	\$1,363
	Service Provider Approval		1	\$10,749
	Billing Coordinator		1	\$7,697
	Service Provider Monitoring		1	\$9,431
	Hotline Counselor		1	\$1,553
1. TOTAL SALARIES & WAGES:			7	\$84,771
2. FRINGE BENEFITS (Specify)				
<input checked="" type="checkbox"/> FICA <input checked="" type="checkbox"/> LIFE INS. <input checked="" type="checkbox"/> DENTAL INS. COMPOSITE RATE <input checked="" type="checkbox"/> UNEMPLOY INS. <input checked="" type="checkbox"/> VISION INS. <input checked="" type="checkbox"/> WORK COMP AMOUNT 0.00% <input checked="" type="checkbox"/> RETIREMENT <input type="checkbox"/> HEARING INS. <input checked="" type="checkbox"/> HOSPITAL INS. <input checked="" type="checkbox"/> OTHER (specify) <u>Accrued Vacation</u>				
2. TOTAL FRINGE BENEFITS:				\$22,532
3. TRAVEL (Specify if category exceeds 10% of Total Expenditures)				
3 TOTAL TRAVEL:				\$8,082
4. SUPPLIES & MATERIALS (Specify if category exceeds 10% of Total Expenditures) Client Education Materials: \$106,642; Pregnancy Test Kits: \$4,711				
4. TOTAL SUPPLIES & MATERIALS:				\$111,353
5. CONTRACTUAL (Specify Subcontracts/Subrecipients)				
<u>Name</u>		<u>Address</u>	<u>Amount</u>	
Services Database Consulting & Development			\$24,203	
Counseling Reimbursement			\$874,140	
5. TOTAL CONTRACTUAL:				\$898,343
6. EQUIPMENT (Specify items)				
6. TOTAL EQUIPMENT:				\$0
7. OTHER EXPENSES (Specify if category exceeds 10% of Total Expenditures) Services Advertising: \$234,068; Meetings/Seminars: \$5,000; Hotline Referral System: \$1,053				
7. TOTAL OTHER:				\$240,121
8. TOTAL DIRECT EXPENDITURES (Sum of Totals 1-7)			8. TOTAL DIRECT EXPENDITURES:	\$1,365,202
9. INDIRECT COST CALCULATIONS			Rate #1: Base \$0 X Rate 0.0000 % Total	\$ 0
			Rate #2: Base \$0 X Rate 0.0000 % Total	\$ 0
			9. TOTAL INDIRECT EXPENDITURES:	\$ 0
10. TOTAL EXPENDITURES (Sum of lines 8-9)				\$1,365,202
AUTHORITY: P.A. 368 of 1978			The Department of Health and Human Services is an equal opportunity employer, services and programs provider.	
COMPLETION: Is Voluntary, but is required as a condition of funding				
DCH-0386 (E) (Rev 02/13) (W) Previous Edition Obsolete. Use Additional Sheets as Needed				

Received

JUN 15 2016

Bureau of Purchasing

EXHIBIT

DD

Contract Manager and
Location/Building: Barbara Derman
Contract #: 20142043

Amendment No. 7 to the
Agreement Between
Michigan Department of Health and Human Services
and
Real Alternatives
for
Michigan Pregnancy and Parenting Support Services Program

1. Period of Agreement

This agreement shall commence on October 1, 2013 and continue through September 30, 2017. This agreement is in full force and effect for the period specified.

2. Program Budget and Agreement Amount

The total agreement amount is increased from \$1,550,000 to \$ 1,950,000, and the Department's agreement amount is increased/decreased from \$1,550,000 to \$ 1,950,000, as shown on the Attachment B budget pages.

3. Amendment Purpose

The purpose of the amendment is to extend the original agreement end date from December 31, 2016 to September 30, 2017, and to add funding in the original agreement for \$400,000.

4. **Original Agreement Conditions**

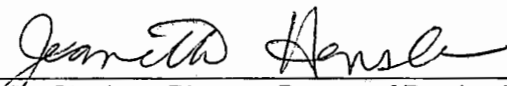
It is understood and agreed that all other conditions of the original agreement remain the same.

5. **Special Certification**

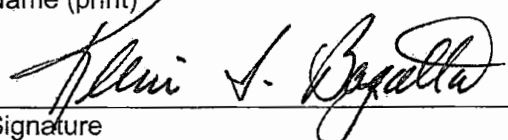
The individual or officer signing this amendment certifies by his or her signature that he or she is authorized to sign this amendment on behalf of the responsible governing board, official or contractor.

6. **Signature Section**

For the Michigan Department of Health and Human Services

for  12/28/2016
Kim Stephen, Director, Bureau of Purchasing Date

For the CONTRACTOR:

KEVIN I. BAGATTA PRESIDENT & CEO
Name (print) Title (print)
 12/28/2016
Signature Date

MICHIGAN DEPARTMENT OF HEALTH AND HUMAN SERVICES
SCHEDULE OF FINANCIAL ASSISTANCE
Real Alternatives

Real Alternatives								
Source of Funds	Catalog of Federal Domestic Assistance (CFDA)			Federal Award				
Federal/State	Federal Agency Name	Number	Title	Award Number	Title	Federal Award Identification No.	Award Date	Grant Phase
Federal	Department of Health and Human Services	93.558	Temporary Assistance to Needy Families TANF	9701 MI TANF	TEMPORARY ASSISTANCE FOR NEEDY FAMILIES	1601MITANF	7/11/2015	17
State GF								\$400,000
								\$1,550,000
TOTAL ALLOCATION								\$1,950,000

Statement of Work

Michigan Pregnancy and Parenting Support

Services Program October 2013 – September 2017

1. Describe the core program elements and the manner in which services will be delivered.
 - a. Describe the individuals who will be eligible to receive services in the program, including any income or residency requirements, and any limitations due to race, gender, ethnicity, age or religion.
 - b. Describe the geographic areas within the State where program services will be provided.
 - c. Describe the core services that will be provided to eligible clients that promote childbirth instead of abortion, and that assist pregnant women with their decision regarding parenting or adoption.
 - d. In addition to the core services, describe the additional support services that will be available to eligible clients in the program.
 - e. Describe the advertising, outreach and marketing efforts that may occur to advise potential eligible clients of the availability of program services.
 - f. Describe how potential clients will access program services.
2. Describe the network of program service providers and counselors, and how they become eligible to provide approved program services.
3. Describe the plan for data collection of required program reporting; and the plan for program quality assurance monitoring, including site reviews and financial accountability.

Program Objectives

1. Assist pregnant women in Michigan to maintain pregnancy and achieve positive healthy pregnancy outcomes through provision of pregnancy support services and referrals to care.
 - a. Provide compassionate, caring and free services through approved life-affirming pregnancy support centers, social service agencies, maternity homes and adoption agencies
 - b. An evaluation of the client's needs is made by the counselor during the counseling sessions.
 - c. Provide pregnancy and parenting support services support utilizing trained crisis intervention counselors (degreed, non-degreed and volunteers)
 - d. Provide referrals to other available community services to support pregnant woman who are experiencing unplanned/crisis pregnancies, including referrals for prenatal and pediatric care, medical care, social services, and other supports as required and available.
 - e. Ensure client feedback is obtained to assure client support during crisis and counseling interventions.
2. Assist new Michigan parents establish positive parenting practices through provision of parenting support services.
 - a. Provide counseling and parenting education and referrals to pediatric care, social services, child care, financial support, housing, education for improving skills or obtaining a GED, job service and vocational training programs
 - b. Provide parenting support utilizing trained counselors (degreed, non-degreed and volunteers)
3. Assist women in Michigan who thought they were experiencing an unplanned/crisis pregnancy, but who are found to be not pregnant.

- a. Provide information on the risks of sexually transmitted diseases, relationship counseling, decision-making counseling, chastity information, teen pregnancy prevention programs, and other counseling to modify risk-taking behavior
 - b. Provide services to women in this category utilizing trained counselors (degreed, non-degreed and volunteers)
- 4. Serve approximately 4500 women and parents of infants at approximately 12000 visits.
- 5. Have Service Providers establish and maintain referral lists to life-affirming Michigan public and nonprofit organizations providing care to mothers and infants to assure ongoing care and services.
 - a. Each Service Provider Organization must have the appropriate referral resources to serve clients with essential and beneficial referrals including:
 - i. Referrals for prenatal and pediatric care.
 - ii. Referrals for medical care.
 - iii. Referrals for social services organizations and support services such as:
 - i. WIC, or other nutrition programs; MIHP, or other home visiting programs; local Department of Human Services; local health department; adoption agencies; child care; financial support; housing; education for improving skills or obtaining a GED; job service and vocational training programs; or transportation services as needed.
 - b. Service Provider Organizations are responsible to assure that referral sources are pro-life and continue to be pro-life.
 - c. Service Provider Organizations are responsible to evaluate referral organizations to assure they comply with client service needs.
 - d. Information concerning referral resources will be obtained at each site Monitoring.
- 6. Assure that program vendor Service Providers:
 - a. Are a nonprofit organization with 501(c)3 tax exempt status
 - b. Operate an alternatives to abortion program that has a stated policy of actively promoting childbirth instead of abortion
 - c. Maintain a pro-life mission and agree not to promote, refer, or counsel abortion as an option to a crisis or unplanned pregnancy
 - d. Are physically and financially separate from any entity that advocates, performs, counsels, or refers for abortion
 - e. Understand that the funding for alternative to abortion services under this program does not include funding for the provision, referral, or advocacy of contraceptive services, drugs, or devices
 - f. Provide core services consisting of information and counseling that promotes childbirth instead of abortion, and assists pregnant women in their decision regarding adoption or parenting
 - g. Are nondiscriminatory
 - h. Agree not to promote the teaching or philosophy of any religion or religious organization while providing program services to the client
 - i. Have been in operation a minimum of one year providing core alternative to abortion services to women in a crisis pregnancy
 - j. Provide abstinence education as the best and only method of avoiding unplanned pregnancies and sexually transmitted infections
 - k. Agree to serve all eligible clients, including those with Limited English Proficiency
 - l. Will annually verify that all staff and volunteers have current Michigan State Police and Child Abuse background check clearances
 - m. Maintain client confidentiality
 - n. Will submit their counselor training materials, and policies and procedures manual for evaluation
 - o. Do not charge a fee for services to eligible clients.
 - p. Provide handicapped accessible services.

7. Assure Service Provider compliance with program policies and objectives, including:
 - a. Initial and annual site monitoring of Service Provider sites performed as described in the program description entitled: Michigan Pregnancy and Parenting Support Services Program, October 2013 – September 2017
 - b. Assure accurate record-keeping of client eligibility
 - c. Assure accurate submission of billing forms
 - d. Assure all services are provided in a respectful and non-judgmental manner
 - i. Assure all services are provided to eligible clients with limited English, hearing or visual capabilities
 - ii. Assure all services are provided with appropriate cultural sensitivities
 - e. Assure financial accountability through program site monitoring.
 - f. Ongoing quality assurance measures performed as described in the program description entitled: Michigan Pregnancy and Parenting Support Services Program, October 2013 – September 2017

8. Assure compliance with program reporting requirements. Quarterly Reports are to be submitted to DFCH@michigan.gov by 45 days after the end of the quarter. The Quarterly Reports will, at a minimum, provide a total accounting of the following activities of the Service Providers:
 - a. Monitoring activities completed;
 - b. Monitoring Report findings for each site monitored and subsequent corrective actions taken;
 - c. Technical assistance provided;
 - d. Follow-up on site monitoring findings for Service Providers;
 - e. Direct service activities such as information/services provided or referrals made;
 - f. Significant Project(s) Status Report(s) including a brief narrative of projects described in the Work Plan, and any other significant projects or activities;
 - g. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by their county of residence, and their age reported by the following age groups:
 1. Less than 16 years old;
 2. 16 years old through 20 years old;
 3. 21 years old through 25 years old;
 4. 26 years old through 30 years old;
 5. 31 years old through 35 years old;
 6. 36 years old through 40 years old;
 7. 41 years old through 45 years old;
 8. 46 years old and older.
 - h. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by race, by county, by age (White, African American, Native American, Asian, multi-racial, unknown/not declared)
 - i. The number of pregnant women, non-pregnant women and parenting women served (separate reports for each of these three client types), by ethnicity, by county, by age (Hispanic, non-Hispanic)
 - j. The number of visits by pregnant women, non-pregnant women and parenting women (separate reports for each of these three client types), by county, by age.
 1. Hotline calls from Michigan and number of subsequent referrals to Service Providers
 2. Public Information activities in Michigan
 - k. Report number of Service Provider referrals by type:
 1. Prenatal care providers
 2. Pediatric care providers

I. Report of client outcomes

1. Number of clients indicating they are choosing childbirth
2. Number of clients who visited or are planning to visit a health care provider for prenatal care.
3. Number of clients who have taken their child to a pediatric appointment.
4. Number of clients with infants up to date in immunizations.
5. Number of clients who felt supported at the end of their counseling session.

PROGRAM BUDGET SUMMARY

MICHIGAN DEPARTMENT OF HEALTH AND HUMAN SERVICES

View at 100% or Larger
Use WHOLE DOLLARS Only

ATTACHMENT B.1

PROGRAM Michigan Pregnancy & Parenting Support Services			DATE PREPARED 12/13/2016		Page 1	Of 3
GRANTEE NAME Real Alternatives			BUDGET PERIOD From: 10/1/2013 To: 9/30/2017			
MAILING ADDRESS (Number and Street) 7810 Allentown Blvd., Suite 304			BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT		AMENDMENT # 7	
CITY Harrisburg	STATE PA	ZIP CODE 17112	FEDERAL ID NUMBER 23-2868660			
EXPENDITURE CATEGORY						TOTAL BUDGET (Use Whole Dollars)
1. SALARY & WAGES						
2. FRINGE BENEFITS						
3. TRAVEL						
4. SUPPLIES & MATERIALS						
5. CONTRACTUAL (Subcontracts/Subrecipients)						
6. EQUIPMENT						
7. OTHER EXPENSES						
Administrative Expenses						\$224,798
Service Expenses						\$1,725,202
8. TOTAL DIRECT EXPENDITURES (Sum of Lines 1-7)						\$1,950,000
9. INDIRECT COSTS: Rate #1 %						
INDIRECT COSTS: Rate #2 %						
10. TOTAL EXPENDITURES						\$1,950,000

SOURCE OF FUNDS:

11. FEES & COLLECTIONS					
12. STATE AGREEMENT					
13. LOCAL					
14. FEDERAL					
15. OTHER(S)					
16. TOTAL FUNDING					

AUTHORITY: P.A. 368 of 1978

COMPLETION: Is Voluntary, but is required as a condition of funding.

DCH-0385(E) (Rev. 08/15) (Excel) Previous Edition Obsolete.

The Department of Health and Human Services is an equal opportunity employer, services and programs provider.

PROGRAM BUDGET - COST DETAIL SCHEDULE

ATTACHMENT B.2

View at 100% or Larger

MICHIGAN DEPARTMENT OF HEALTH AND HUMAN SERVICES

Page

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Use WHOLE DOLLARS Only

PROGRAM Michigan Pregnancy & Parenting Support Services		BUDGET PERIOD From: 10/1/2013 To: 9/30/2017		DATE PREPARED 12/13/2017
GRANTEE NAME Real Alternatives		BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT		AMENDMENT # 7
1. SALARY & WAGES:		POSITIONS REQUIRED		TOTAL SALARY
POSITION DESCRIPTION		COMMENTS		
President & CEO				\$ 69,009
Vice President - Administration				\$ 22,248
Assistant Director of Finance				\$ 1,777
Accountant				\$ 6,535
Bookkeeper				\$ 4,660
1. TOTAL SALARY & WAGES:				\$ 104,229
2. FRINGE BENEFITS: (Specify)		Composite Rate % 34.89%		
<input checked="" type="checkbox"/> FICA <input checked="" type="checkbox"/> LIFE INS <input checked="" type="checkbox"/> DENTAL INS		<input type="checkbox"/> Tuition Remission (list amount)		
<input checked="" type="checkbox"/> UNEMPLOY INS <input checked="" type="checkbox"/> VISION <input checked="" type="checkbox"/> WORK COMP				
<input checked="" type="checkbox"/> HOSPITAL <input type="checkbox"/> HEARING INS				
<input checked="" type="checkbox"/> RETIREMENT <input type="checkbox"/> OTHER: specify				
2. TOTAL FRINGE BENEFITS:				\$ 36,370
3. TRAVEL: (Specify if category exceeds 10% of Total Expenditures)				
3. TOTAL TRAVEL:				\$ 989
4. SUPPLIES & MATERIALS: (Specify if category exceeds 10% of Total Expenditures)				
Office Expenses				\$ 22,618
Computer Resources				\$ 13,399
4. TOTAL SUPPLIES & MATERIALS:				\$ 36,017
5. CONTRACTUAL: (Subcontracts/Subrecipients)				
Name	Address	Amount		
Consulting		\$ 6,332		
Legal Consulting		\$ 1,216		
5. TOTAL CONTRACTUAL:				\$ 7,548
6. EQUIPMENT: (Specify)		Amount		
6. TOTAL EQUIPMENT:				\$ -
7. OTHER EXPENSES: (Specify if category exceeds 10% of Total Expenditures)		Amount		
Communication:				
Space Cost:	Rent/Phone	\$ 25,323		
Others (explain):	Insurance	\$ 3,440		
	Audit	\$ 6,324		
	Professional Development	\$ 1,718		
	Job Advertising/Employee Screening	\$ 1,825		
	Equipment Service Contract	\$ 1,015		
7. TOTAL OTHER EXPENSES:				\$ 39,645
8. TOTAL DIRECT EXPENDITURES: (Sum of Totals 1-7)		8. TOTAL DIRECT EXPENDITURES		\$ 224,798
9. INDIRECT COST CALCULATIONS:				
Rate #1	Base \$	x Rate	=	\$ -
Rate #2	Base \$	x Rate	=	\$ -
9. TOTAL INDIRECT EXPENDITURES:				\$ -
10. TOTAL ALL EXPENDITURES: (Sum of lines 8-9)				\$ 224,798
AUTHORITY: P.A. 368 of 1978		The Department of Health and Human Services is an equal opportunity employer, services and programs provider.		
COMPLETION: Is Voluntary, but is required as a condition of funding.		Use Additional Sheets as Needed		
DCH-9386(B) (Rev 8/15) (EXCEL) Previous Edition Obsolete				

PROGRAM BUDGET - COST DETAIL SCHEDULE

ATTACHMENT B.2

View at 100% or Larger

MICHIGAN DEPARTMENT OF HEALTH AND HUMAN SERVICES

Page

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Use WHOLE DOLLARS Only

PROGRAM Michigan Pregnancy & Parenting Support Services		BUDGET PERIOD From: 10/1/2013 To: 9/30/2017		DATE PREPARED 12/13/2016
GRANTEE NAME Real Alternatives		BUDGET AGREEMENT <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT		AMENDMENT # 7
1. SALARY & WAGES:	POSITION DESCRIPTION	COMMENTS	POSITIONS REQUIRED	TOTAL SALARY
	Vice President			\$ 59,446
	Services Coordinator			\$ 11,600
	Services Assistance			\$ 6,239
	Service Provider Approval			\$ 10,749
	Billing Coordinator			\$ 7,697
	Service Provider Monitoring			\$ 9,431
	Hotline Counselor			\$ 1,963
1. TOTAL SALARY & WAGES:			0.000	\$ 107,125
2. FRINGE BENEFITS: (Specify)		Composite Rate % 26.58%		
<input checked="" type="checkbox"/> FICA <input checked="" type="checkbox"/> UNEMPLOY INS <input checked="" type="checkbox"/> RETIREMENT <input checked="" type="checkbox"/> HOSPITAL INS		<input checked="" type="checkbox"/> LIFE INS <input type="checkbox"/> VISION INS <input checked="" type="checkbox"/> HEARING INS <input type="checkbox"/> OTHER:specify-		
		<input type="checkbox"/> Tuition Remission (list amount)		
2. TOTAL FRINGE BENEFITS:			\$	28,474
3. TRAVEL: (Specify if category exceeds 10% of Total Expenditures)				
3. TOTAL TRAVEL:			\$	10,213
4. SUPPLIES & MATERIALS: (Specify if category exceeds 10% of Total Expenditures)				
Client Education Materials			\$	121,642
Pregnancy Test Kits			\$	5,953
4. TOTAL SUPPLIES & MATERIALS:			\$	127,595
5. CONTRACTUAL: (Subcontracts/Subrecipients)				
Name		Address		Amount
Client Services				\$ 1,144,770
Database Consulting				\$ 30,585
5. TOTAL CONTRACTUAL:			\$	1,175,355
6. EQUIPMENT: (Specify)				
6. TOTAL EQUIPMENT:			\$	-
7. OTHER EXPENSES: (Specify if category exceeds 10% of Total Expenditures)				
Communication:			Amount	
Space Cost:				
Others (explain):				
Services Advertising			\$	268,791
Hotline Referral System			\$	1,331
Meetings/Seminars			\$	6,318
7. TOTAL OTHER EXPENSES:			\$	276,440
8. TOTAL DIRECT EXPENDITURES: (Sum of Totals 1-7)			\$	1,725,202
9. INDIRECT COST CALCULATIONS:				
Rate #1 Base \$		x Rate	0.00%	= \$ -
Rate #2 Base \$		x Rate	0.00%	= \$ -
9. TOTAL INDIRECT EXPENDITURES:			\$	-
10. TOTAL ALL EXPENDITURES: (Sum of lines 8-9)			\$	1,725,202
AUTHORITY: P.A. 368 of 1978		The Department of Health and Human Services is an equal opportunity employer, services and programs provider.		
COMPLETION: Is Voluntary, but is required as a condition of funding.		Use Additional Sheets as Needed		
DCH-0386(E) (Rev. 8/15) (EXCEL) Previous Edition Obsolete				

ATTACHMENT F

PROGRAM SPECIFIC REQUIREMENTS

The Grantee will comply with all regulations, uses and use restrictions, including beneficiary eligibility requirements, of Temporary Assistance to Needy Families (TANF) funding. The Michigan Pregnancy and Parenting Support Services Program has no client income eligibility requirements.